

THE NATIONAL Provisioner

THE MAGAZINE OF THE

Volume 95

Meat Packing and Allied Industries

Number 4

JULY 25, 1936



A PACKING TABLE WITH A *Bright* FUTURE

This stainless ENDURO conveyor-packing table has been in service in the plant of Stahl-Meyer, Inc., New York City, for over two years. Here's what the Superintendent has to say about it:

"Judging from our two years' experience with this ENDURO table, we'll not be faced with the need of replacing it for many, many years to come. With only a quick, daily cleaning, ENDURO'S bright

surface is maintained like new. In fact, there is nothing to indicate that it has been in service more than a week." Thus for every requirement . . . packing tables, cookers, viscera pans, meat chutes or conveyors . . . packing plants are profiting with ever-bright ENDURO. Republic's perfected stainless steel. Write Department NP for complete information.

Republic Steel CORPORATION

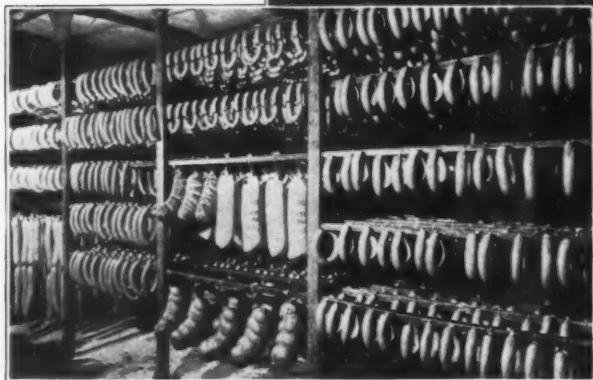
ALLOY STEEL DIVISION, MASSILLON, OHIO
GENERAL OFFICES: CLEVELAND, OHIO



ENDURO
REPUBLIC'S PERFECTED
STAINLESS STEEL

Standard 18-8 Chromium-Nickel Stainless Steel
Manufactured by Republic Steel Corporation
Cleveland, Ohio

BUFFALO
*Equipped
Sausage
Kitchen*



**BUEHLER
BROTHERS, Inc.**
Chicago, Ill.

THE need for a high grade and uniform quality of sausage and smoked meats for their retail meat markets prompted Buehler Brothers, Inc. to build their own packing plant in Chicago in 1925.

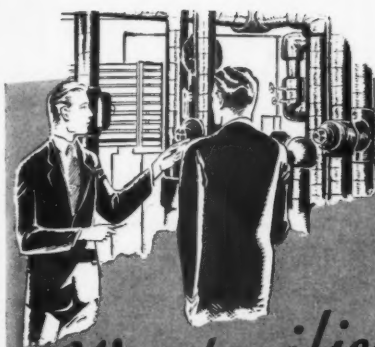
They have since manufactured these products to supply their own needs as well as processing them for sale to other packers.

Operated under government supervision, Buehler Brothers maintain a most modern, up-to-date and sanitary plant. Their large, well lighted and ventilated sausage kitchen contains all BUFFALO sausage equipment recently installed.

These BUFFALO machines include a No. 50 BUFFALO Self-Emptying Silent Cutter, two 300 lb. BUFFALO Stuffers, one No. 66-B BUFFALO Grinder and one No. 4-A BUFFALO Mixer.

JOHN E. SMITH'S SONS CO., 50 BROADWAY, BUFFALO, N. Y., U.S.A.

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QUALITY SAUSAGE MAKING EQUIPMENT



*"They're insulated for keeps—
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You can expect lasting refrigerating economy from lines insulated with Armstrong's Cork Covering. It fits exactly, its rigidity prevents sagging, and it is a highly efficient insulator because of the natural cell structure of cork.

THOSE who seek lasting efficiency in cold line insulation choose Armstrong's Cork Covering, Fitting Covers, and Lagging. Over a period of thirty years, cork has proved to be dependable and efficient in service, therefore truly economical. Three reasons for the economy of this insulation are:

1. Efficiency—Cork is composed of millions of tiny air-filled cells. This structure not only prevents the passage of heat, but also gives cork its unique ability to resist the penetration of moisture.

2. Accurate Sizing—Careful machining of both pipe and fitting covering makes possible a precision fit which eliminates pockets where moisture could collect.

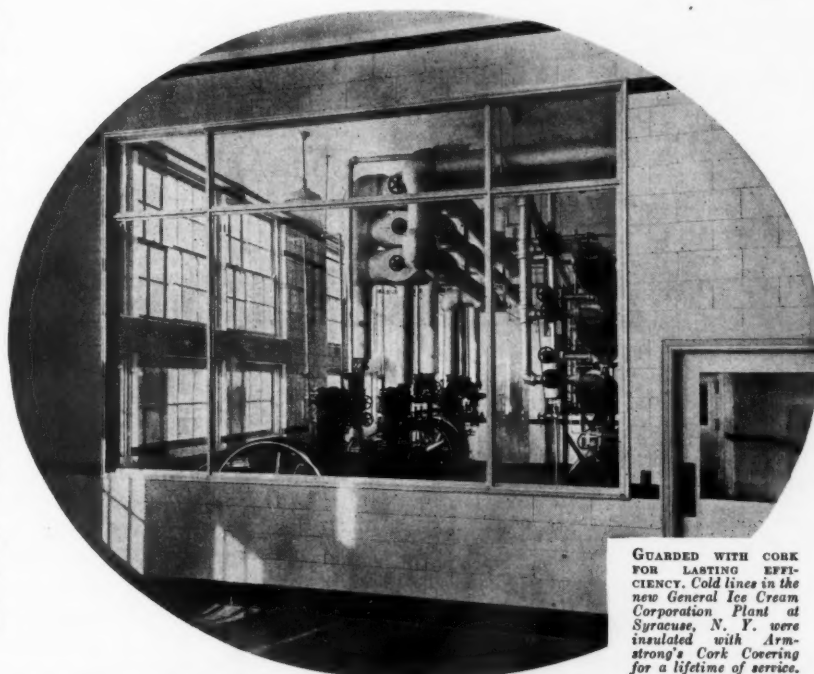
3. Strength—The rigidity of Armstrong's Cork Covering, Fitting Covers, and Lagging eliminates sagging in service which would

allow the formation of moisture-catching air pockets.

In the recently completed plant of the General Ice Cream Corporation at Syracuse, N. Y., all cold lines are Armstrong insulated. Fittings on these lines are guarded by Armstrong's Fitting Covers. In addition all refrigerated areas in

the plant are insulated with Armstrong's Super-Service Corkboard.

Let an Armstrong engineer work with you in planning insulation of any kind. No obligation. For full information, write Armstrong Cork Products Co., Building Materials Division, 952 Concord Street, Lancaster, Pa.



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Armstrong's
CORK COVERING and FITTING COVERS

THE NATIONAL PROVISIONER

The Magazine of the Meat Packing and Allied Industries

Volume 95

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PAUL I. ALDRICH
President and Editor

E. O. H. CILLIS
Vice Pres. and Treasurer

FRANK N. DAVIS
Vice Pres. and Manager of Sales



Executive and Editorial
Offices

407 South Dearborn Street,
Chicago, Illinois

Eastern Office
300 Madison Avenue,
New York, N. Y.

A. W. B. LAFFEY
Manager

Pacific Coast Office
1031 So. Broadway,
Los Angeles, Calif.

NORMAN C. NOURSE
Manager



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MEET THE STANGE SALESMAN



He's a good man to know!

He knows the seasoning business. He knows the meat business. He is in close contact with the packing industry and is fully aware of competitive conditions and the things that you must know to make profits.

At the fingertips of the Stange salesman is a wealth of important information. Behind him is the knowledge and experience of the entire Stange Organization.

The Stange salesman is in your plant to help you. We urge you to call on him for help at any time. You'll find that his advice is sound

and reliable, and that the recommendations he makes are based on good judgment and thorough training in the use of Stange Products.

Dry Essence of Natural Spices, Peacock Brand Casing Colors, Premier Curing Salt and all the other Stange Products have built up an enviable reputation for high quality and modern profits. The Stange salesman is in your plant to help you make better use of these perfect products and show you the way to greater profit. Take advantage of the services he can perform for you!

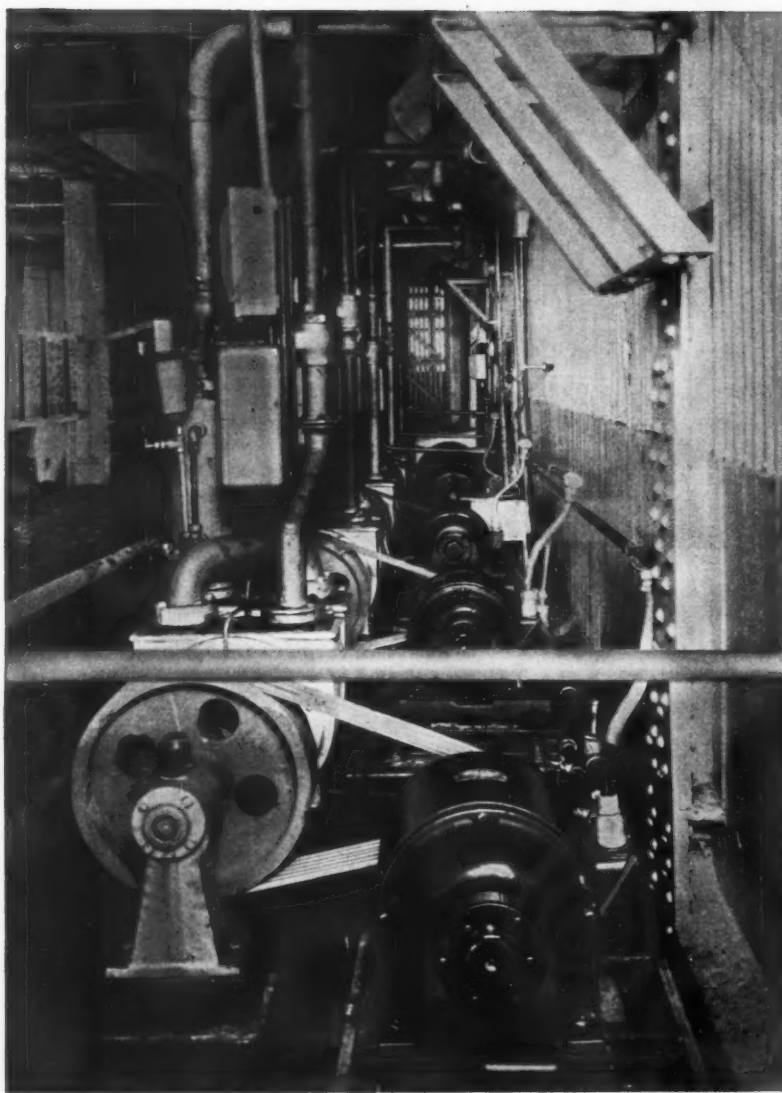
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DRY ESSENCE OF NATURAL SPICES—Individual or blended • PEACOCK BRAND CERTIFIED CASING COLORS
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G-E general-purpose squirrel-cage induction motors are simple, sturdy, and dependable. Available in a wide variety of speed and power combinations



G-E splashproof motors are recommended for use where there are dripping or splashing liquids. Easy to install. Neat in appearance



G-E fan-cooled, totally enclosed motor, applicable where excessive moisture or hazardous dust conditions necessitate total enclosure

GENERAL  **ELECTRIC**

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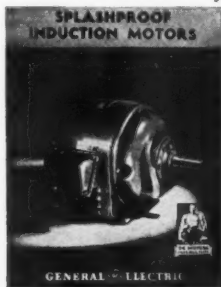
NO weakness allowed! Before leaving the factory, G-E motors must pass a series of tests more severe by far than the conditions to be encountered in actual service. Once successfully through these tests, it's a certainty that the G-E motor, of whatever type you select, will provide low-cost, dependable drive. Included in G-E motor tests are:

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2. THE STRENGTH and rigidity of *cast-iron end shields and cast end frames* are proved in special deflection and torsion machines. These and other tests assure the maintenance of accurate bearing alignment throughout the life of the motor.



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- ☐ Splashproof motors (GEA-1619B) Booklet now being printed
- ☐ Totally enclosed, fan-cooled motors (GEA-1326B)

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Week ending July 25, 1936

Page 7

FOR BIG LOADS . . .
FOR UNMATCHED VALUE . . .
FOR GREATER PROFITS . . .



Light loads, medium loads, heavy loads—whatever your hauling needs may be, there's a GMC to fit and to challenge the field.

Take the medium duty range, for example. For 3 to 5 ton loads, there is an array of GMCs whose popularity is proved by registration figures alone. These big, rugged trucks have, first of all, the advanced streamlined styling that buyers have been quick to value. Powerful valve-in-head engines with their many quality features of design assure the performance and economy that

are reflected in more trips, more work, greater profits. In fact, everything about these modern GMCs "shouts" engineered-for-the-job design and construction. Then, too, the new all-steel "helmet-top" cabs, available for these and other trucks in the GMC line, match the chassis themselves in features that contribute to advanced styling, comfort, convenience and long life. Words fall far short of doing full justice to the great GMC line. Inspection, comparison and test will prove far more.



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FOR THE 1/2-TON CHASSIS, F.O.B. PONTIAC

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GENERAL MOTORS TRUCK COMPANY • PONTIAC, MICHIGAN

Uniformity



And

EVERY BATCH OF SAUSAGE LIKE THE LAST

There is no need to trust to luck with your meat loaves or any of your sausage products when the use of Staley's Sausage Flour gives such uniform results.

No cracked or split loaves come from the ovens when this Sausage Flour is used. The extremely high absorption properties of this flour not only allows a high moisture content while chopping, but it also absorbs the fat contents of the meat. Since these super binding qualities are so easily apparent, the Sausage Maker knows in advance that his loaf made with Staley's Sausage Flour will not shrink, it will not break or split, it will slice evenly, it will retain all of its natural meat flavor and keep the firm full bodied appearance he intends for it to have.



And Staleys keep a constant laboratory control over STALEY'S SAUSAGE FLOUR to insure that each and every flake of flour is the same. That's the reason that more and more sausage makers are demanding STALEY'S and will not experiment with any inferior product. Be sure of YOUR product. Order STALEY'S SAUSAGE FLOUR FROM your jobber today.

A. E. STALEY MFG. CO., Decatur, Illinois

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Quality Counts!

Dependable Selection
Uniform Quality
Prompt Service

Armour's
BEEF — HOG — SHEEP
CASINGS

Always the Best

ARMOUR AND COMPANY

CHICAGO

THE NATIONAL PROVISIONER

JULY 25, 1936

The Magazine of the Meat Packing and Allied Industries

BEEF OPERATIONS *Modernized*

★ New Ideas in Design and Equipment
Feature Chicago Plant Addition

PROGRESS in meat plant modernization never ends. Packers are constantly looking for new ideas to save money and improve methods and product.

A year ago Armour and Company began construction of what was announced as the largest beef house in the country. Plans included the latest and best methods the company's staff of engineers could devise for time-saving and product-improving beef operations. The plant was opened to the public on June 2, and processing operations commenced on June 8.

It is known as the new "show place" at the Chicago yards, the last word in packinghouse engineering and sanitation. It includes many unique ideas to promote labor efficiency and produce quality carcasses and products.

A Few Statistics

Here are some statistics which may help to visualize the huge capacity and large amount of equipment in the plant:

Cost—Over one million dollars.
Floor space—230,000 sq. ft.
Capacity — 12,000 cattle per week.
Skinning beds—22.
Windows—16,000 sq. ft.
Electric motors—950 h.p.

PACKER "SHOW PLACE"

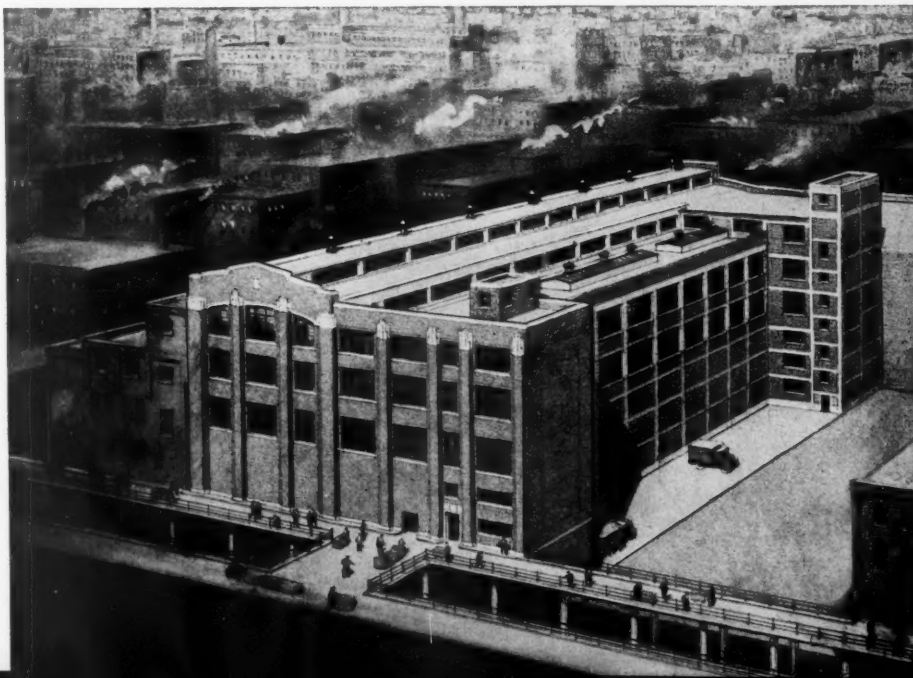
New Armour beef house at Chicago has 7 floor levels, and many new ideas for handling carcasses and by-products.

Electric lights—1,100.
Electric wiring—200,000 ft.
Piping—70,000 ft.
Stainless steel—15 tons.

Ideas in Building Design

Building is fireproof, and is of reinforced concrete construction. It faces 43rd st., on the site of the old Armour beef house, and is an L-shaped structure of 7 floor levels, six of which are above ground. It adjoins the beef tank house. All interior walls are of glazed tile. Floors are of vitrified brick, under which is a special waterproofing.

A large court and loading space is provided on the East side of the building. There is ground space at this point for an additional beef cooler when it is





KNOCKING PENS

Cattle come from roof holding pens, through tile-lined, brick-paved passageway, passing under water sprays on the way.

needed. The building rests on caissons, the first structure in the Chicago packinghouse area with this enduring type of foundation.

When Armour and Company began to plan this beef house the company's engineers were told:

"Design something we can be proud of. It must be not only the largest beef house in the United States, but the finest anywhere.

"We want new devices, new equip-

ment and new systems which will actually improve the marketability of the beef."

Living up to these instructions involved considerable engineering pioneering. There was no packinghouse experience to guide many decisions that had to be made. Therefore, it is to be expected there are in this building many innovations not found in any other structure of this kind—and there are. Two of these are worthy of particular mention here.

Two New Features

Roof is supported on rigid concrete frame girders, eliminating all obstructions, except one line of pillars on cattle dressing floor. The 22 skinning beds are laid out in a clear space 60 by 200 ft. *These skinning beds and the manner of handling cattle to and from them are the key to the large capacity of the plant.*

Evisceration and subsequent dressing operations are performed in the other division of the dressing floor. This has an unobstructed floor space of 40 by 200 ft. Maximum clearance of roof from floor is 30 ft.

Insulation of floors on which selected meats are chilled and frozen presented construction problems which were solved in an unusual manner. It always has been considered difficult by packinghouse engineers to only partly insulate a building. For highest insulating efficiency the insulating material must constitute an unbroken envelope. If insulation is pierced frequently by steel and concrete necessary in building construction refrigeration is lost.

Building Within a Building

To meet this difficulty the new beef house is designed with an arrangement of double columns supporting outside walls. It is as if the refrigerated section were a separate building within the

main structure, space between being filled with sealed-in cork insulation. Thus the refrigerated section is in reality a unit by itself, effecting maximum refrigerating economy.

Many other unusual and ingenious details of building design and equipment are incorporated in this beef house. Some of these are described further along in this article. Others will form the subject of special articles to appear in THE NATIONAL PROVISIONER from time to time.

Every possible precaution has been taken to maintain the highest degree of cleanliness and sanitation. The large expanse of windows and skylights on the dressing floor and the 1,100 electric lights throughout the building guarantee the best visibility. Streams of hot and cold water from scores of outlets are available for cleansing and sterilizing floors, equipment and hands and tools of workers. Foot operated hand shower and sterilizer units are installed at close intervals on the cattle dressing and other floors where processing is done.

Few Hand Operations

In general, standard methods of skinning and dressing are used. There are many new methods and some unusual equipment employed, however. From the time carcasses leave the bleeding rail until they are in the coolers one never touches another. Hand operations have been reduced to a minimum.

Cattle are slaughtered and dressed on the top floor. Knocking and bleeding are done in a room separated from the dressing floor—a very desirable arrangement, but one heretofore seldom used in beef slaughtering. Animals enter the knocking room from holding pens on the roof of an adjoining building, through a brick-paved and tile-lined passageway, passing under showers on the way. These cleanse the hide and cool the animal. Cattle drivers are stationed along this passageway. Four knocking pens are installed, each capable of holding 3 animals.

Handling Blood

Blood for special processing is caught in straight side cans, and either held for inspection or sent to the special blood processing room on fifth floor over an inclined chain conveyor, equipped with hooks on which the cans are suspended. Empty cans are also returned to knocking room on this conveyor, after having been sterilized on the way. Each can is of sufficient size to contain the blood from one bullock.

Blood from the floor drains into a tank, from which it is blown to the inedible department in another building.

DRESSING RAIL

Carcasses are washed in concrete compartments with high-pressure sprays. Washed and sterilized shrouds reach dressing floor through stainless steel chute from shroud laundry on floor above.



A special curb arrangement is built under bleeding rail to keep foreign matter out of the blood.

New Method of Handling Heads

After knocking and bleeding, cattle are conveyed to dressing floor on an overhead conveyor rail. Here they move along the West wall, where heads are skinned out, tagged, removed from carcasses and placed on a separate head conveyor for U. S. inspection and further processing. This conveyor has 235 hooks. It is long enough and moves at a predetermined rate of speed to enable inspectors to identify any head with the corresponding carcass at all times. After inspection heads are sent to head table on floor below. Each hook on conveyor is sterilized automatically before a head is placed on it.

After heads have been removed carcasses are distributed to skinning beds in regular order, so that work is done on each carcass in rotation. Skinners pass from one carcass to another. After carcass is skinned out—except for the backing operation—it is hoisted automatically onto another conveyor rail, where skinning is completed except for a small area at neck sufficient to hold hide while it is being conveyed to hide inspectors' station. At this latter point hide is dropped, inspected and sent through a chute to hide cellar.

Electric Eye for Switching

Capacity of this cattle-dressing floor is so large that two viscera inspection tables are required. This means cattle on conveyor rail must be divided after skinning, half going to one table and half to the other. It is necessary also, after eviscerating, that carcasses shall be reassembled in the same order in which they entered the dressing floor, since otherwise it would be impossible to secure detailed cost figures on each lot necessary for economical operation.

The manner in which this problem of dividing and reassembling the carcasses was worked out provides one of the most interesting details on the dressing floor.

An electric eye, installed near the point where hides are dropped, automatically switches carcasses so that every other one is sent to one viscera table. In other words, the track switch is operated every time a carcass interrupts the beam from the electric eye.

Automatic Speed Control

In order that carcasses may be reassembled after evisceration in the same order as previously, it is necessary that the two viscera inspection tables be operated at exactly the same speed. This is accomplished with auxiliary driving motors and automatic controls,

by which the speed of the two tables is synchronized.

If one or another of the tables lag—that is, runs slower than the other table—the auxiliary driving motor cuts in. This speeds up the slow table until it is exactly in step with the other, after which the auxiliary motor cuts out. If for any reason an inspector stops one table, the other also stops.

Conveyor chain lengths and speeds and viscera table speeds have been carefully calculated so that the desired results are achieved—that is, the carcasses are automatically reassembled from the two tables in proper order.

New Style Viscera Tables

These two viscera inspection tables are said to be the largest ever constructed of stainless steel. Each is 60 ft. long and made up of stainless steel slats with upturned ends. Each slat is 6 in. wide, 5 ft. long and $\frac{3}{4}$ in. thick. About 5 tons of stainless steel are built into each table.

Viscera is discharged from ends of inspection tables into stainless steel

VISCERA INSPECTION

One of two tables (each 60 ft. long by 5 ft. wide), endless belts of stainless steel slats with upturned ends. View shows discharge end, with spiral chute to handling room below. Five tons of stainless steel in each table.

spiral chutes, which deliver it to viscera-handling section of floor below. Condemned material is handled through a chute into a sealed tank on a lower floor.

After eviscerating, carcasses go through the usual operations of washing, splitting, shrouding, etc., and are delivered to carcass chill rooms in an adjoining building. Washed and sterilized shroud cloths are delivered to dressing floor through a chute from shroud laundry on the floor above. On this floor is also installed equipment for cleaning trolleys and hangers, hoists, etc.

All carcass dressing operations may be observed from a visitors' gallery above the dressing floor. An automatic



TRIPE HANDLING

Overhead conveyors take product from umbrella washers to scalding tanks, and then to cookers.

elevator takes visitors directly to the seventh floor reception room, from which access may be had to the gallery.

By-Product Handling

Selected meats are handled on the fifth floor on stainless steel tables, some of special design, and with the latest casing equipment, tripe washers, scalders, etc.

Perhaps the most interesting operation here is tripe processing. After washing on umbrella type tripe washers, product is taken to scalders and cookers on conveyors with practically no handling and very little labor.

Casing cooler, oleo chilling vats, bladder drying room, and fat hasher are on third floor. After hashing fats are conveyed on a stainless steel belt conveyor to margarine department in another building 200 ft. away.

Meats Chilled in Tunnel

Edible products, including fats, sweetbreads, livers, hearts, etc., are dropped directly from fifth floor to coolers and freezers on third floor. The chilling is done in a tunnel, through which cold air is circulated. Space for additional tunnels has been provided. An individual refrigerating unit furnishes refrigeration for this tunnel. Hog and sheep selected meats also are brought to this floor.

Basement and first floor are used for hide and salt storage. Space is available for storing hides from all cattle killed and processed in this plant during a 3-month period.

Straight Line Operation

Straight line flow of carcasses and products from knocking pens to carcass chill rooms, coolers, freezers and tank house has been achieved by use of chutes and special conveyors, with an ease and efficiency never before attempted in a cattle slaughtering and processing building.

With a capacity as large as is possible in this building, much delay and consequent damage to product might result were not every facility applied for rapid handling. The lack of confusion and of the appearance of haste to keep up with operations on the part of workers, the precision with which all operations are synchronized, and the promptness with which products are handled and processed have aroused the enthusiasm of every packer who has been fortunate to see this plant in operation.

How these results are achieved is a story in itself.

Only a few of the interesting highlights of this building, equipment and methods have been touched on here. There is so much that is new, novel and out of the ordinary that to attempt to describe all of them briefly would consume more space than is available. So much of the equipment and so many of the methods employed are such decided advancements in cattle slaughtering and processing that it is believed packers will find detailed descriptions of them of much interest and value.



VISITORS' GALLERY

All dressing floor operations are seen from here. Concrete arches support roof and make possible clear floor space (60 by 200 ft.) for skinning beds.

Some of these features—especially methods of handling blood, heads, tripe, casings, etc., and interesting and unusual details of building and equipment—will be described and illustrated in later issues of THE NATIONAL PROVISIONER.

DROUGHT CATTLE PROGRAM

No drought cattle were purchased for the government at any market during the first four days of this week, and it is probable that none will be bought during the balance of the week, according to M. T. Morgan, directing Commodities Purchase Section operations at Chicago. Prices for common grades of cattle have been stronger during the week and commercial channels have provided a satisfactory outlet for all offered.

Bids on buying and processing cattle were awarded to Armour and Company, Cudahy Packing Co. and Swift & Company. Accepted bids ranged from 20 to 25 cents per head on the service of buying and from 15.7 cents to 22.7 cents per cwt. for processing, including slaughtering, chilling and shipping of carcasses.

Buying and processing of calves was awarded to Cudahy Packing Co., with a bid of 9 cents per head and 20 cents per cwt. respectively.

Bids accepted are applicable for purchases that may be made at Chicago, St. Paul, Sioux City, Omaha and Fargo, S. D. Hides, tongues, tails, shank meat and tenderloins are to be retained by the government and all other offal will be kept by the packer.

Late this week the CPS made addi-

tional awards for purchasing and slaughtering at National Stock Yards, Ill., Kansas City, St. Joseph and Denver. These awards were made to Armour and Company, Swift & Company and Cudahy Packing Co. Republic Food Products Co., Chicago, was awarded a contract for canning 150,000 lbs. of beef and veal.

Armour and Company was awarded contracts for boning fresh and frozen beef and for packing boneless beef at Chicago, Omaha, Sioux City, St. Paul, Milwaukee, Mason City, Indianapolis, National Stock Yards, Kansas City, St. Joseph and Denver. The same company is to can any quantity of beef and veal at Chicago and Kansas City up to amount processed.

Cudahy Packing Co. is to can any quantity of beef and veal at Kansas City up to amount processed. Cudahy was also awarded contracts for boning fresh and frozen beef and veal and packing boneless meat at Omaha, Sioux City, St. Paul, Kansas City and Denver.

PACKERS ARE MODERNIZING

A modernization and enlargement program which will almost double present capacity and may cost about \$250,000 has been started at the Memphis Packing Co. plant of Armour and Company. An employee's service building is now being erected. Bids have been asked on a new beef cooler and enlarged curing department. An improved killing floor, on which hogs and cattle can be handled simultaneously, and a new tank house are also contemplated.

Dothan Packing Co., Dothan, Ala., is remodeling its plant and will obtain government inspection. The firm will begin buying and killing for Kingan & Co. in the late summer. Meat will be shipped to distribution centers by rail and truck.

Platte Valley Packing Co., Scottsbluff, Neb., will rebuild and enlarge its plant which was recently damaged by fire.

Armour and Company will spend \$60,000 for an addition to its branch plant at Green Bay, Wis. At present only calves are slaughtered at this location.

PACKER AND LABOR BOARD

Refusing to pass on the constitutionality of the Wagner labor act, judge M. M. Joyce, in federal district court at St. Paul, Minn., denied Wilson & Co. an injunction restraining the National Labor Relations Board from holding hearings on employer-employee relations at the Albert Lea plant. The packing company had requested a declaratory judgment that the Wagner labor act was unconstitutional. The labor board several months ago ordered hearings requiring the packing company to show cause why it should not be restrained in certain phases of labor relations.

AIR CONDITIONED *Offal* COOLER

★ System Should Be Designed to Meet Varying Conditions in Fancy Meats

EDITORS' NOTE

MEAT plant air conditioning—WHAT it is, WHY it is NEEDED, WHERE it should be used—was discussed in detail in the August 10, 1935, issue of THE NATIONAL PROVISIONER.

HOW may it be used?

Its use in the smokehouse was described in the October 5 and May 2 issues; hog chill room, November 2 and January 18; beef cooler, February 8; sausage cooler, March 7; sausage meat cooler, April 4; bacon slicing room, May 30; loading dock, June 27.

Air conditioning in other departments of the meat plant will be described in later articles.

CHILLING of offal (fancy meats) presents problems in temperature, humidity and air movement control not found in other departments of the meat plant. Among these is need to vary conditions as chilling progresses, in order to avoid high shrink and damage to color of products.

Such products as tongues, livers, hearts, kidneys, etc., contain a high percentage of moisture, and because of small bulk they chill rather rapidly. Refrigeration capacity at start of chilling, therefore, must be in excess of that required to maintain normal room temperature. The high quantity of free moisture on product during this period also must be disposed of satisfactorily.

But as chilling proceeds—as is explained in more detail further along in this article—requirements of humidity and air movement change. Humidity of air in cooler must be increased and the volume of air moved must be decreased.

Unit Cooler Design

Unit coolers used in offal chill rooms, therefore, must be flexible enough in design and operation to provide the various conditions required. They must also be selected with a full knowledge of the work to be done and their ability to do it.

It is common practice today to move offal from killing floor to offal cooler as soon as possible after having been removed from carcasses and washed.

Usually when it arrives at cooler it is close to animal heat (98 degs. Fahr.)

and is loaded with surface moisture. This latter fact creates a condition which must be taken into account in the design of the air conditioning system. The refrigerating load at the beginning of the chilling period is largely latent heat, or at least the latent heat load is equal to or greater than the sensible heat load.

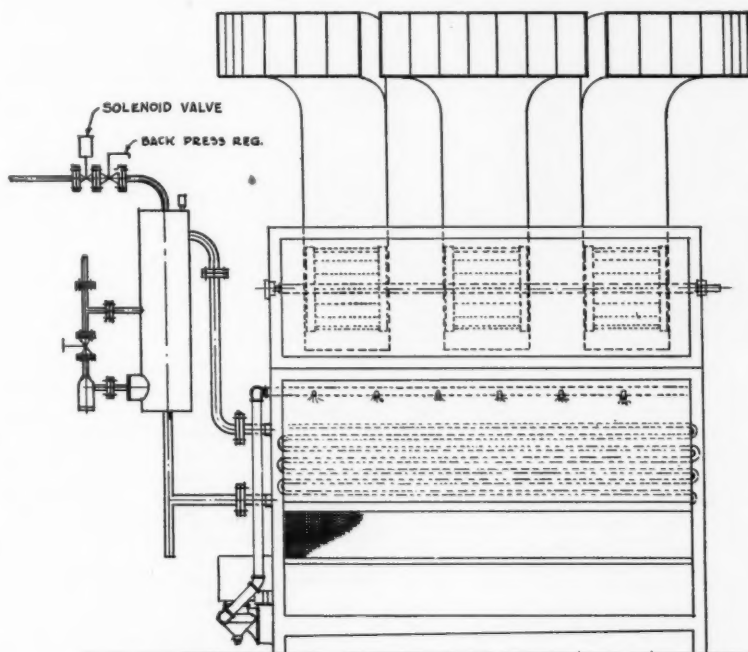
Moisture is a Problem

Product often is hung on hooks or spread thinly to insure rapid chilling, and surface moisture frequently drips

ing capacity, surface moisture was frozen on product and condensation on ceiling and walls was not removed.

Equipment used in offal coolers should be designed to carry a dry bulb temperature of 28 to 32 degs. Fahr., with ample flexibility in operation to give varying results.

When hot product enters the cooler humidity control is not a problem. Quick removal of heat is the result most desired. Free moisture given off from product insures humidities which are more than sufficiently high. But



AUTOMATIC HOOK-UP FOR OFFAL COOLER

With this arrangement—using two-speed, two-winding motors to drive cooling unit fans—varying conditions of temperature can be provided to meet product needs at different stages of chilling and holding.

off and collects on floor. Steam given off from product at the early stage of chilling collects on colder surfaces, such as ceiling and walls, which often are adjacent to other coolers or to freezers.

Air-handling equipment has been used by packers for a long time to hasten chilling and the removal of free moisture from offal.

In most cases, however, air conditioning principles have not been employed. In many cases when the air handled did not have sufficient moisture-carry-

after surface moisture has been removed, and the animal heat absorbed, any further moisture extracted from products will cause excess in shrinkage.

Designing a System

Without discussing air conditioning equipment design in detail, it is essential that one fact be understood if it is to be clear just what air conditioning can be made to accomplish in offal coolers.

(Continued on page 21.)

MERCHANDISING MEAT ★

• News from the meat selling front • Helps for meat manufacturers and dealers

Selling the Dealer

One Way to Get Retailer to Handle Your Line

CONVINCING the meat dealer that there is profit and satisfaction in selling the firm's products is an important part of any meat packer's merchandising efforts. A great deal of packer advertising is devoted to pulling sales through the retailer and bringing customers to buy at his store. These potential customers may be diverted to

a booklet entitled "Quality is More than Skin Deep," bearing the picture of a sausage on its cover.

Selling a Quality Plant

A number of scenes from the interior of the plant which are reproduced in the booklet give emphasis to its title. The sausage kitchen, with modern machinery for grinding, mixing and stuffing, the trimming department and smoke-houses are illustrated. Attention is directed to white tile walls and stainless steel appliances in the plant, and also to the firm's government inspection.



SHOWS DEALER WHERE IT'S MADE

Sausage kitchen of Feinberg Kosher Sausage Co. as pictured in booklet designed to make the retailer a better salesman for firm's products by showing him how they are made.

another firm's products, however, if the dealer has not been thoroughly "sold" by the packer.

The dealer may be most directly interested in the profit to be made from products he handles, but he also wishes to know about their quality and standardization, the care with which they are made and about the delivery facilities and advertising efforts of the packer.

Promotional material which will supply dealers with this information about its own products has been developed by the Feinberg Kosher Sausage Co., Minneapolis, Minn., in the form of

Eighteen sausage and related meat products made by the company are also pictured in the booklet. These give the retailer an idea of the variety and appearance of the firm's line. Other illustrations show billboard advertising of the firm, its plant, shipping department and delivery fleet.

Specialize in Kosher Products

The trade is told that only the best grades of meat are used in the product and that meat is cut, boned and salted on stainless steel tables. The sausage is made of all beef—exclusive of hearts,

chucks, tripe—and no filler is used. It is smoked with maple sawdust.

Included in the list is fresh salami made in the regular size and in a small "picnic" size, square salami designed especially for sandwiches, and a genuine dry salami; ring bologna; garlic sausage rings; "serv-a-lot" without garlic; thick bologna; luncheon meat made of a combination of corned beef and bologna; wieners; frankfurters; liver sausage made from beef liver; chili con carne; beef-n-ette which is a "kosher bacon"; cooked corn beef; smoked spiced beef and corned beef tongue.

Product is shipped from the Feinberg factory all over the United States and to foreign countries. Many packers and sausage manufacturers have a demand for kosher products, but this is not sufficient to warrant the special formulas and meat selection necessary for these products. So they look to Feinberg for their supplies to fill this need.

ATTRACTING NEW CUSTOMERS

Meat dealers add considerably to their volume by finding new customers among the newly married. Neighborhood, society and personal sections of newspapers will furnish a number of names and addresses each week. A personal letter should be sent each of the new housewives telling her about the advantages of trading at the "Blank Market." It might also tell her "If you want your meat to satisfy your husband and guests—from the very first meal—buy at the Blank Market."

As an added inducement for a first visit the dealer might offer in a postscript to redeem the letter with a pound of lard, package of dried beef, etc. Such a letter and offer establishes good will and may result in a profitable and regular account. A new housewife will also appreciate any cooking information the retailer can give her. He should offer to prepare the meat in any way she may wish, suggesting that he bone, cut or sew the meat to make it easier to cook and serve.

DEALERS AID HOUSEWIVES

A co-operative school to teach housewives how to choose and use foods is being conducted by the Washington Market Merchants' Association, New York City, and the New York State department of markets. In one of the first demonstrations a fore and hind-quarter of beef were cut up to show why certain cuts cost more than others. Special attention was given to uses for less-demanded cuts of meat.

OUTDOOR DISPLAYS HELP DEALER

As part of a special advertising program the Feinberg Company provides six outdoor displays similar to the one shown here, to help dealers promote the sale of sausage and cold meats during the warmer months.



EFFECT OF *New Trade Act* ON *Selling AND Buying Methods*

PROVISIONS of the Robinson-Patman anti-price discrimination act may not only force the wood processor to revise some of his selling and buying methods, but also to question and examine many business policies he has always believed to be universally accepted.

This is indicated by opinions regarding the act which were volunteered during its discussion in Congress, and which have since been compiled by the Federal Trade Commission for interpretative study. It is also indicated by the Federal Trade Commission's decision in the Goodyear-Sears, Roebuck & Co. case which, while preceding passage of the Robinson-Patman act, interpreted section 2 of the Clayton act to mean what has since been specifically established by the new anti-price discrimination law.

Packers should apply the new law to specific practices only with the advice of their attorneys. Clarification of the act will have to await decisions under it by the FTC and federal courts. However, some provisions are so important to the industry that they warrant immediate discussion.

Lower Cost as Justification

It may appear that the processor can easily prove that differentials he grants are justified by "differences in the cost of manufacture, sale or delivery." However, the Federal Trade Commission showed in the Goodyear case that it did not consider that a mere quantity purchase in itself lowered the manufacturer's costs. As H. B. Teegarden, counsel, United States Wholesale Grocers' Association, points out:

"It must not be merely a book-keeping saving, figured out on paper. It must be a direct saving resulting from the differing methods or quantities in which such commodities are to such purchasers sold or delivered."

The Senate report says of this section of the act: "It is designed in short to leave the test of a permissible differential upon the question: If the more favored customer were sold in the same quantities and by the same methods of sale and delivery as the customer not so favored, how much more per unit would it actually cost the seller to do so, his other business remaining the same. No particular customer should be permitted distinctively to claim the benefit, nor required distinctively to bear the burden, of the immediate use or nonuse of facilities which the seller must maintain for his business generally."

What Costs Are Eliminated

What particular costs might the Federal Trade Commission decide were eliminated by the manufacturer in selling to a large quantity purchaser?

In the Goodyear case, where the manufacturer sold unbranded goods to the purchaser on a cost-plus contract, the FTC had to decide, in measuring discrimination, which Goodyear costs should be charged to the buyer. The commission decided that administrative expense should be allocated impartially to all units produced. However, selling and advertising costs were held by the commission to be attributable to selling the firm's products to the public and dealers, and could not be included in the cost of doing business with Sears.

The commission opposed the view that there were intangible benefits to a manufacturer from quantity business, especially since the discrimination in this case was not an ordinary quantity discount, bearing some relation to differences in volume.

Price Changes in Perishables

Packers have been particularly interested in a section of the act which provides that nothing shall prevent "price changes from time to time where in response to changing conditions affecting the market for or the marketability of the goods concerned, such as but not limited to actual or imminent deterioration of perishable goods, etc." Representative Utterback made the following statement in regard to this section of the new law:

"This, however, is intended for protection of purely legitimate trade movements. The merchant or manufacturer who resorts to it as a cloak for price discriminations contrary to the spirit and purpose of this bill is likely to pay dearly for the lessons of experience. Whether price changes are of a character justified by the causes here described is a question of fact, and where that question comes to issue, the burden of proof is upon the offending party claiming its protection."

Allowances Available to All

The act makes it unlawful to pay anything of value as compensation for services or facilities furnished by a customer unless such payment is available on proportionately equal terms to other customers. This is to curb the granting of advertising and promotional allowances, etc., to large buyers by manufacturers. The House judiciary committee in its report on this section points out:

"The phrase 'proportionately equal terms' is designed to prevent the limitation of such allowances to single customers on the ground that they alone can furnish the services or facilities or other consideration in the quantities specified. Where a competitor can furnish them in less quantity, but of the same relative value, he seems entitled to the right to a similar allowance commensurate with those facilities."

Discrimination is punishable by criminal penalties under section 3 of the act. This section prohibits price discrimination against competitors of the purchaser and locality price discrimination. It provides that if a seller makes a discount, rebate, allowance or advertising service charge to one buyer, he must make it equally available to all competing purchasers of goods of like grade, quality and quantity.

It does not exempt price discriminations on account of a cost difference, or if made in good faith to meet competition. No allowance for price discrimination based on grade, quantity or quality is permitted in prohibiting locality price discrimination.

NATIONAL BEEF MONTH

With a high degree of interest in every phase of the movement being displayed by all branches of the livestock and meat industry, plans for National Beef Month are taking form rapidly, according to the National Live Stock and Meat Board.

Wires from chain store organizations in all sections of the country indicate their programs for pushing the sale of beef during August are practically completed. They are using newspaper space, radio, posters and various other means for dissemination of information about beef.

Pleased with the response of local dealer organizations John A. Kotal, secretary, National Association of Retail Meat Dealers, says: "We have pointed out to retailers in some 75 cities the cattle industry's need of assistance in moving the abundant supply of good beef, and are giving them a variety of suggestions on how they can feature beef to advantage in their stores and ads. I know that the final results will be something that our association may well be proud of."

Promotion ideas and other material on beef are being prepared in the office of the Board and dispatched to the trade at frequent intervals, following a definite schedule. This material includes a four-page broadside, newspaper style, devoted to promotion copy and giving instructions for making 18 different modern beef cuts. Illustrations show steps in cutting. Recipes for beef are being furnished to the chain stores and independent retailers. A folder of facts on beef is being distributed, providing information on beef cuts, beef selection and beef preparation in readily usable form.

Additional material includes a new beef chart, weekly August food-page articles on beef, material showing the foods that go best with the different beef cuts, a list of pertinent points showing the importance of beef as a food, and a beef advertising copy sheet.

Suggestions for window strips, posters, display cards and newspaper advertisements have been sent to retail groups. Some groups may change their display material weekly.

PRACTICAL POINTS

for the Trade

Making Liver Loaf

Liver loaf is a "best seller" in almost any season. A Western sausage manufacturer wants a formula for making a good liver loaf. He writes:

Editor THE NATIONAL PROVISIONER:

Can you send us a formula for making a good liver loaf? Is it possible to use beef livers in such a product?

Beef livers can be used in making liver loaf, but pork livers are better, if available. If beef livers are used they should be cut into slices 2 in. thick and soaked in mild salt water to draw out blood. When ready to use, scald liver until it is practically cooked. Then grind and mix with rest of meat. This method of handling beef liver will improve the color considerably.

As in making liver sausage, the problem of color is sometimes troublesome for the liver loaf manufacturer.

COLOR.—If customers like a pinkish liver loaf (secured through use of sodium nitrite) there should be no color difficulty. But if they like a light yellow loaf that fades to a greyish white on cutting, the packer should avoid using beef, beef liver and pork cheeks. Fresh pork livers and pork jowls turn out a good product. Sometimes a small quantity of cooked beef tripe is used to whiten the liver meat mixture.

One formula used for liver loaf consists of the following meat ingredients:

50 lbs. fresh livers
25 lbs. fresh pork jowls
25 lbs. fresh regular pork trimmings
100 lbs.

Seasonings and other ingredients:

3 lbs. salt
2 oz. white pepper
4 oz. ginger
7 oz. onion powder
3 to 6 lbs. binder flour

PREPARING MEATS.—If pork livers are used they should be scalded 10 minutes at 212 degs. F. The jowls are cooked for one hour at 210 degs. and the regular pork trimmings for 30 minutes at 210 degs. Cooked meats are then ground through $\frac{1}{8}$ -in. plate, weighed off in proper proportions and put in silent cutter. Chop all together, adding seasonings and other ingredients. Chop for about 4 minutes.

Ready prepared seasonings or specially prepared seasonings as manufactured by reputable firms may be used in making this product. Use of such seasonings assures convenience and uniformity in processing. Smooth-cutting loaves that have attractive appearance and do not dry out can be obtained through use of binder flour. Such flour

is also an economical ingredient for use in loaves.

To this meat mixture add the hot meat liquid saved from cooking jowls and trimmings, or from cooking hog rinds and pig feet (if available), using about 20 lbs. of liquid to each 100 lbs. of meat. Take mixture to cooler and allow to partially cool. Meats and liquid should be thoroughly mixed and spread not more than 4 in. thick in cooler for 2 or 3 hours.

PACKAGING.—Liver loaf may be packaged in artificial casings, with or without a back fat liner. When a liner is not used the loaf mixture is stuffed into a 3 $\frac{3}{4}$ x 15 in. casing. The casing is tied and inserted in a loaf or ham retainer and cooked at 160 degs. for 3 $\frac{1}{2}$ hours. Cool in ice water, drain water from retainer and place in cooler overnight to set. Remove from retainer—the product being ready to ship.

Raw back fat for lining artificial casings may be cut the day before used and placed in cooler overnight to set. After casings with fat liner have been stuffed they are placed in retainers, cooked for 3 to 3 $\frac{1}{2}$ hours at 165 degs. Loaves are then chilled for 45 minutes in cold water and placed in cooler overnight in tilted position so water will run off.

Liver loaves may also be processed in pans with back fat liner. The meat is pressed in with a paddle and back fat folded over on top. Then fasten on top and cook for 1 $\frac{1}{2}$ to 2 hours at 160 to 170 degs. When thoroughly cooked, the loaves are allowed to chill fully in pans before removal. They are wrapped only as needed.

Livers and trimmings should be

strictly fresh and no old products should be included at any time. The loaf can be varied by adding cubes of cheese, pimientos, bright colored vegetables, pistachio nuts, spinach and similar products. Such ingredients add to tastiness and appearance of the loaf when cut.

MEAT LOAF DISCOLORATION

Complaints of discoloration at the center of meat loaves are not uncommon, particularly during the warmer months.

Some manufacturers find it difficult to locate the cause of this trouble. It may be due to any one of several conditions, but a common cause is undercooking. Unless a meat thermometer is used it is difficult to be certain that inside temperature is sufficient not only to cook the meat, but to cook it sufficiently to insure reasonable keeping quality.

Meat loaves should have an inside temperature of 160 degs. Fahr. to be certain that there is no danger of spoilage from undercooking. Too many operators remove the loaf when it has an inside temperature of only 140 degs., and then find that after the loaf is cut the center discolors.

In a recent test by THE NATIONAL PROVISIONER on meat loaves, manufactured from strictly fresh veal and pork trimmings, loaves cooked to an inside temperature of 160 degs. Fahr. were kept in an ordinary ice refrigerator for two weeks without discoloration or other spoilage.

USE OF PRECIPITATED BONE

An Eastern packer wants to know what precipitated bone is used for. He writes:

Editor THE NATIONAL PROVISIONER:

What is the meaning of "precipitated bone" and for what is it used?

It was formerly the practice to extract phosphoric acid from bone and the resulting product was precipitated bone. It was used in making mixed feeds. The same term was used for another product from which calcium phosphate was recovered in a much purer form.

Years ago it was believed that this precipitated bone was a superior ingredient for a livestock feed but this idea has been abandoned. Where bone is used today nothing is extracted except such grease as it may contain.

A Meat Loaf Delicacy

Have you ever tried furnishing the trade with a fancy macaroni and cheese loaf?

It's a specialty meat that is popular any time of the year, but especially so in the summer months.

Try THE NATIONAL PROVISIONER'S macaroni and cheese loaf formula and see if your trade does not like it.

THE NATIONAL PROVISIONER,
407 So. Dearborn St., Chicago.

Please send me reprint of Macaroni and Cheese Loaf formula.

Name

Street

City

(Enclosed find 10c in stamps.)

Are your questions answered here?

The National Provisioner

Brands and Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER. Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

TRADE MARK APPLICATIONS

Miami Butterine Co., Cincinnati, O. For oleomargarine. Trade mark: Special identification marks on a carton. Claims use since September 1, 1927. Application serial No. 377,190.

Groneweg & Schoentgen Co., Council Bluffs, Ia. For sliced dried beef. Trade mark: MOGUL. Claims use since 1885. Application serial No. 373,638.

Hanover Food Products Co., Baltimore, Md. For oleomargarine. Trade mark: MELORICH. Claims use since June 1, 1933. Application serial No. 368,808.

Heger Products Co., St. Paul, Minn. For dog food. Trade mark: DOG-NIBS. Claims use since February 13, 1936. Application serial No. 376,253.

The Rath Packing Co., Waterloo, Ia. For ham. Trade mark: MELL-O-MILD. Claims use since March 15, 1936. Application serial No. 377,707.

Seaboard Packing Co., doing business as Seaboard Industries, New York City. For canned food for carnivorous animals. Trade mark: DOG-O-MINE. Claims use since April 4, 1936. Application serial No. 378,237.

Wm. J. Stange Co., Chicago, Ill. For canned or packaged seasoning in powder form for soups, meats, mayonnaise, etc. Trade mark: C.O.S. Claims use since June 1, 1935. Application serial No. 378,507.

Michael Feinberg, doing business as Feinberg Kosher Sausage Co., Minneapolis, Minn. For sausage. Trade mark: FEINBERG KOSHER SAUSAGE CO., on a circular design. Claims use since November, 1934. Application serial No. 373,337.

Roy E. Roberts, doing business as Thomas Kensett & Co. and Lord-Mott Co., Baltimore, Md. For canned dog food. Trade mark: IMPERIAL BRAND above picture of a dog. Claims use since May 1, 1935. Application serial No. 374,341.

Rath Packing Co., Waterloo, Ia. For canned ox tongue and beef stew. Trade mark: A rectangle, the upper half of which is maroon. Claims use since April 29, 1933. Application serial No. 356,371.

National Coast Products Corp., Swedesboro, N. J. For canned dog and cat food. Trade mark: TOP HAT. Claims use since March 9, 1936. Application serial No. 377,317.

National Coast Products Corp., Swedesboro, N. J. For canned dog and cat food. Trade mark: SPUNKY, below picture

of a dog. Claims use since March 9, 1936. Application serial No. 377,316.

Palmiland Products, Inc., New York City. For coconut oil for food purposes. Trade mark: PALMLAND. Claims use since October 1, 1935. Application serial No. 373,463.

Hansen Packing Co., Butte, Mont. For sausage. Trade mark: VEGE-LINK. Claims use since January, 1936. Application serial No. 377,791.

Houston Packing Co., Houston, Tex. For vegetable shortening. Trade mark: BISKETINE. Claims use since August 10, 1910. Application serial No. 378,436.

Bernard Neustadter, doing business as California Casing Co., San Francisco, Calif. For sausage seasoning. Trade mark: DRYOLIO. Claims use since April, 1931. Application serial No. 378,579.

INSTITUTE SAFETY AWARDS

Forty-six plants of member companies of the Institute of American Meat Packers operated during June without a lost-time accident. These plants are:

Abraham Bros. Pkg. Co., Memphis, Tenn.; J. H. Allison & Co., Chattanooga, Tenn.; Armour and Company at Fort Worth, Tex., Indianapolis, Ind., Jersey City, N. J., Kansas City, Kans., Milwaukee, Wis., Oklahoma City, Okla., Sioux City, Ia., So. St. Paul, Minn., Spokane, Wash., Tifton, Ga., Jacob E. Decker & Sons, Mason City, Ia., Hauser Pkg. Co., Los Angeles, Calif., Memphis Pkg. Co., Memphis, Tenn., Pittsburgh Prov. & Pkg. Co., Pittsburgh, Pa., Wilson Prov. Co., Peoria, Ill.; H. F. Busch Co., two plants, Cincinnati, O.; Crocker-Huffman Land & Water Co., Merced, Calif.; Deerfoot Farms Co., Southborough, Mass.; Derby Foods Inc., Chicago; Eckert Pkg. Co., Henderson, Ky.; Elliott & Co., Duluth, Minn.

Adolf Gobel, Inc., Boston, Mass. and Brooklyn, N. Y.; Edward Hahn, Johnstown, Pa.; Hatley Bros. Co., Chicago; Hygrade Food Products Corp., Buffalo, N. Y., and Wheeling, W. Va.; Interstate Pkg. Co., Winona, Minn.; Major Bros. Pkg. Co., Mishawaka, Ind.; Harry Manaster & Bro., Chicago; E. W. Penley, Auburn, Me.; John Morrell & Co., Topeka, Kans.; Reliable Pkg. Co., Chicago; Stahl-Meyer, Inc., New York; Steiner Pkg. Co., Youngstown, O.; Swift & Company, Denver, Colo. and Harrisburg, Pa.; Swift Canadian Co., Ltd., Toronto and New Westminster, B. C., Canada; United States Cold Storage & Ice Co., Chicago; Wilmington Prov. Co., Wilmington, Del.; Wilson & Co. at Los Angeles, Calif.

PUMPING PORK CUTS

How much should various pork cuts be pumped? "PORK PACKING," answers this and many other questions on curing pork meats. Write to The National Provisioner for information.

Recent Patents

New Devices Relating to the Meat and Allied Industries on Which U. S. Patents Have Been Granted.

Preparing Hams.—Hugo and Carl Fredberg, Chicago, Ill. This method comprises forming the ham with a broad flat base disposed in a plane passing through extreme upper end of thigh bone, curing and smoking in a protective covering to prevent undue drying. Granted June 23, 1936. No. 2,044,841.

Production of Liver Extract.—Frederic Fenger, Chicago, Ill., assignor to Armour and Company, Chicago. This patent covers preparation of an extract of the tissue with sufficient water to permit alcoholic fermentation, removal of fermentable carbohydrates and concentrating fermented extract to desired degree. Granted June 23, 1936. No. 2,045,266.

Sausage Casing.—Charles T. Walter, Chicago, Ill., assignor to Industrial Patents Corp., Chicago. A sausage casing comprising a thin, cellulose wall including a seam secured by regenerated cellulose. Granted June 2, 1936. No. 2,042,644.

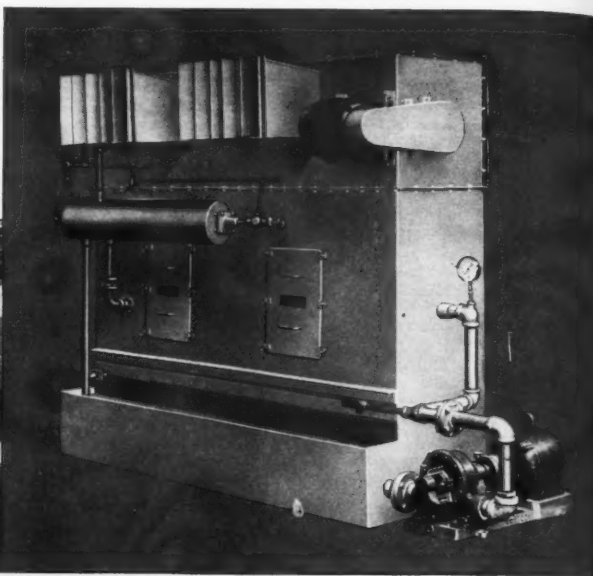
Separating Fatty Acids.—Anderson W. Ralston, William O. Pool and James Harwood, Chicago, Ill., assignors to Armour and Company, Chicago. The process which includes converting a plurality of fatty acids to a mixture of nitriles corresponding to said fatty acids, separating the nitriles by fractional distillation and converting the separated nitriles to their corresponding fatty acids. Granted June 2, 1936. No. 2,042,729.

Sausage Making Process.—Charles H. Vogt, Philadelphia, Pa., assignor to Modern Food Process Co., Philadelphia. This method in molding a meat mixture into the form of a sausage, exposing the surface of the molded sausage to the atmosphere to form a protective membrane and smoking. The smoked product is then returned to the mold and cooked. Granted June 2, 1936. No. 2,043,132.

Slicing Machine.—Charles T. Walter, Chicago, Ill., assignor to Industrial Patents Corp., Chicago, Ill. A slicing machine of different design. A cutting element and a method of feeding material to this element are among the features covered by the patent. Granted June 9, 1936. No. 2,043,361.

Method of Tendering Meat.—Levi Scott Paddock and Cleo A. Rinehart, Chicago, Ill., assignors to Industrial Patents Corp., Chicago. A process of treating meat, which comprises pumping a dilute aqueous solution of a proteolytic enzyme through the vascular system and carrying the meat under refrigeration. Granted June 9, 1936. No. 2,043,392.

**For its "New Beef House"... show place of
the world's largest
livestock market...**



Armour and Company chose York Spray Type Air Conditioners

Let Armour tell its own story "... the necessity of conducting so-called 'hot' and 'cold' operations within the same building, presents a problem of preventing ... condensation of moisture on walls and ceilings."

There it is. Your age-old problem of how to prevent packing house fog, dead-air and ceiling sweat. The need to get positive control of temperature, humidity and air motion.

For problems like this... call on York

Headquarters for Mechanical Cooling

With York Spray Type Air Conditioners your "fog" problem disappears. The equipment uses little head room and the fan will give front, back or top air delivery. Not only that, but the fan speed is adjustable making these York Units applicable to duct systems. Then, too, since their greatest field of application is in low temperature work, where brine spray is required to keep the refrigerant coils defrosted, corrosive problems are always acute with spray type air conditioners ... but NOT with this York Conditioner. For it has welded tank steel casings, hot dip galvanized—stainless steel eliminators—stainless steel fan wheels and

scrolls—cadmium plated fan shafts mounted on chromium plated ball bearings. Price? A pleasant surprise. Ask your nearest York Headquarters Branch.

Use York's nation-wide service. Take your problems on air conditioning and refrigeration to your nearest York branch. There is one near you. They are located in every important center of demand ... staffed with men from "Headquarters for Mechanical Cooling" who can advise, plan and install the York equipment you need.

YORK ICE MACHINERY CORPORATION, YORK, PENNSYLVANIA
HEADQUARTERS BRANCHES THROUGHOUT THE WORLD



RATINGS OF YORK FREON-12 CONDENSING UNITS
are certified to the Refrigerating Machinery Association and the National Electrical Manufacturers' Association under American Society of Refrigerating Engineers' standards.

YORK

Commercial and Industrial Air Conditioning . . . Commercial, Industrial and Institutional Refrigeration

REFRIGERATION ☆

and Air Conditioning

CONDITIONED OFFAL COOLER

(Continued from page 15.)

In the design of an air conditioning system, the greater the difference between the refrigeration temperature and the room temperature the greater will be the moisture-carrying capacity of the air handled by the system. It is necessary, therefore, that the air conditioning system employed have variable air-handling capacities if the best results are to be secured.

For this reason a sketch of an air conditioning unit of spray type design is shown here, to illustrate the simple control employed for such an application. Fans are operated by a two-speed, two-winding motor. These have a capacity at top speed of 8,000 cu.ft. of air per minute, and at secondary speed of 6,000 cu.ft. of air per minute.

Preventing Excess Shrink

Ammonia is supplied to coils of unit at 20 lbs. back pressure, or approximately 6 degs. Fahr. A back pressure regulating valve is employed to give the desired ammonia temperature in the

close to or at the room dewpoint temperature, to insure sufficiently high humidities to prevent dehydration of product.

Air Distribution Important

Air distribution is an important factor at this stage of the chilling operation. For the remainder of the period chilling should be done with secondary air motion—never with primary—as positive air motion, regardless of humidity, will darken the product.

It is rarely necessary to employ a duct system to distribute the air in an offal cooler unless the room is very low. Usually 9 ft. 6 in. is sufficient height for an offal cooler, unless ceiling line is obstructed and length of blow is beyond 40 ft. In 90 per cent of the cases unit dehumidifiers of ductless construction are employed.

A Typical Installation

As an illustration, air conditioning in an offal cooler 100 ft. long, 36 ft. wide and 11 ft. high, containing 36,600 cu.ft. of space, will be discussed. Total heat load of this space was calculated

are operated at top speed, and a capacity of 6,000 cu. ft. of air when operated at secondary speed. This gives a 2½ minute air change in the room, which is about normal for this type of operation during the chilling period.

During the holding period the quantity of air moved is greatly reduced, usually to from 3½ to 6½ minute air changes. Air change, of course, should depend on heat loss, which varies from time to time.

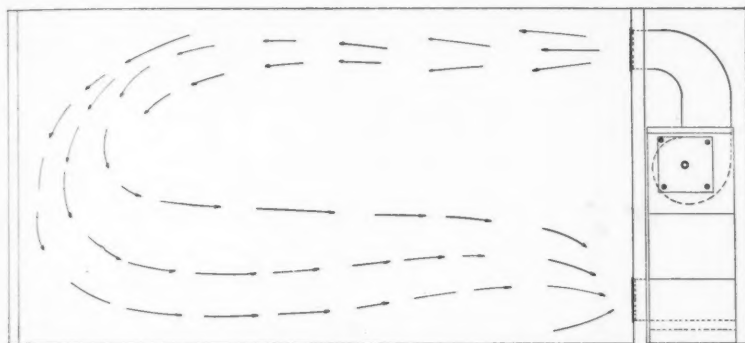
As explained previously, units with flexibility to care for varying conditions should be installed.

Freezing of Offal

Another important phase of offal handling is freezing. This should be done in a tunnel at a temperature of zero degs. Fahr. Product should be dry before being placed in the tunnel. Handling small quantities of product at a time gives best results.

When air conditioning principles are employed in freezing the conditioning unit should be placed at one end of tunnel, so as to discharge conditioned air at the top and return it at the bottom. Unit and tunnel should be constructed as an integral.

EDITOR'S NOTE.—Air conditioning of the smoked meat hanging room will be the next subject discussed in this series.



SKETCH OF AN OFFAL FREEZING TUNNEL

Refrigerating and conditioning unit is placed outside of tunnel, as shown. In some plants these freezing tunnels are equipped with individual refrigerating machines.

coils of the unit, to care for varying load conditions. At start of chilling period the conditioning unit operates on 6 deg. ammonia and the fans are run at top speed, to remove animal heat quickly and absorb all excess moisture.

When free moisture has been absorbed, temperature of offal is approximately 40 degs. Fahr. Back pressure is then changed and unit is operated on 20 deg. ammonia and fans at secondary speed.

If product is to remain in room for any considerable period, refrigeration temperature should be carried very

—including heat loss through walls, ceiling, floor, doors, from electric lights and people working in the conditioned space. The greater part of the load, of course, is chilling the product from 98 degs. Fahr. to 34 degs. The estimate showed total heat loss was 200,000 B.t.u. per hour, or 16½ tons of refrigeration.

Varying Conditions Met

To maintain proper conditions in this cooler two low temperature spray units were employed, each having a capacity of 8,000 cu. ft. per minute when fans

FRESH MEATS IN INDIA

Successful use of refrigerated trucks by American meat packers is indirectly responsible for introduction of fresh meat to residents of the Rawalpindi area in India for the first time in history. In this territory, where the temperature reaches 160 deg. F., not even the wealthiest families could buy fresh meats, because no refrigerated transportation was available. Ford Motor Co. of India, Ltd., recently had a refrigerated body built to meet such rigorous climatic conditions. It has 8 in. of Dry-Zero insulation in the roof, 5 in. in the sides, 6 in. in the floor, and is refrigerated with controlled dry ice refrigeration to maintain a temperature of 35 deg. F. The body of the truck is 137 in. long, 78 in. wide and 73 in. high, and has a capacity of 6,000 lbs.

FAN CONDITIONS AIR

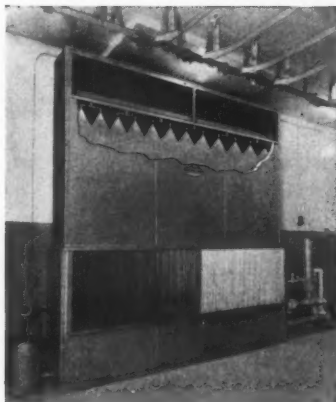
To complete its line of ozone generators the Electroaire Corp. has developed a new, inexpensive ozone-generating unit which may be installed on any fan mounted on a standard. This unit, called

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CONDITIONING



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GRAVITY FLOW
TYPE UNIT**

Cutaway view illustrates compact space requirements of unit furnishing conditioned air for storage room of 325 carcass capacity.

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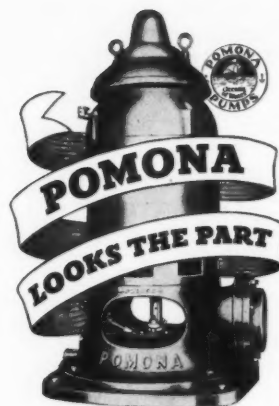
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Electroaire Fanozone, is said to remove odors and impurities, freshen and revitalize the air. The fan then circulates the freshened, sweetened air into every corner of the room. Air freshening, deodorizing and circulation start the instant the fan is plugged into the electric circuit. Electroaire Fanozone is manufactured by Electroaire Corp., Chicago.

REFRIGERATION NOTES

Greencastle Ice and Cold Storage Company, N. Carlisle st., Greencastle, Pa., plans big addition to plant, including 152 bins for storage of bulk meat, and 365 of the most modern type of meat lockers.

Warsaw Ice & Coal Co. plans the erection of a new display room and cold storage warehouse, Warsaw, Ind.

New refrigerator display room has been opened by Ebner Ice & Cold Storage Co., 20 E. Main st., Washington, Ind.

Cold storage plant, a state PWA project at Mobile, Ala., to be in operation December or January, at a cost of \$800,000, is progressing at the Mobile state docks. This section is important producer of livestock, poultry and eggs.

Cold storage plant owned by Union Pacific Railway will be rebuilt for Marlene Fish Co. at cost of \$30,000.

Lewistown Ice & Cold Storage Co. plans modernizing and improving its plant and service.

OPPOSE LOWER MEAT RATES

Objectors to the proposal to lower freight rates on fresh meats and packinghouse products from Chicago to Eastern points were heard last week by the Interstate Commerce Commission examiner in hearings at Chicago. Among those opposing the reduction were packers from Cudahy, Wis., Buffalo, N. Y., Detroit, Mich., Cincinnati and Columbus, O. Other testimony was reported in THE NATIONAL PROVISIONER of July 18.

Livestock markets at Detroit, Cleveland, East Buffalo, Pittsburgh and Indianapolis also objected to proposed reductions, because they would lower the spread between livestock and meat rates and would cut Eastern marketings.

Exhibits were offered showing that, should the new rates go into effect, rate on meats from Chicago to Pittsburgh would be 34 cents, while that to Pittsburgh from Columbus would be 41 cents and from Detroit 44.5 cents. The proposed rate from Chicago to Buffalo would be lower than from either Detroit or Columbus to Buffalo. Some objecting witnesses predicted a complete breakdown of the packinghouse rate structure as a result of the proposed reductions.

Watch "Wanted" page for bargains.

FINANCIAL NOTES

Earnings of General Foods Corp. totaled \$6,843,928 for the first 6 months of 1936, equivalent to about \$1.29 a share on 5,251,440 shares of common stock. This compared with a return of \$1.11 per common share during the corresponding period in 1935.

Directors of Swift & Company have declared a quarterly dividend of 25 cents on common stock, payable October 1, to shareholders of record on Sept. 1.

Fort Worth Stock Yards Co. has declared a quarterly dividend of 37½ cents, payable August 1, to stockholders of record on July 25.

CHAIN STORE SALES

Sales of Kroger Grocery and Baking Co. totaled \$18,729,438 during the 4-week period ended July 11, an increase of 9 per cent over volume during the like period in 1935. Sales for the first 28 weeks of 1936 reached \$126,206,179, an increase of about 1 per cent over \$125,505,570 in the corresponding period last year.

Dollar volume of Safeway Stores, Inc., in 4 weeks ended July 11, totaled \$26,941,226 compared with \$23,038,026 in the like period of 1935, a gain of 16.9 per cent. For first 28 weeks of the year sales amounted to \$174,783,927 against \$147,642,762 a year ago.

Loblaw Groceries Co., Ltd., reports sales of \$1,272,144 for 4 weeks ended June 27, against \$1,180,799 in the like period last year.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, July 22, 1936, or nearest previous date:

	Sales.	Hlgh.	Low.	— Close. —
	Week Ended.	July 22.	July 22.	July 15.
Amal. Leather.	200	3¼	3¼	3¼
Do. Pfd.	100	46½	46½	50½
Amer. H. & L.	7,300	6	5½	5½
Do. Pfd.	900	35¼	33¾	34¾
Amer. Stores	900	27½	27	26½
Armour Ill.	10,900	5	4¾	5
Do. Pfd.	700	73¾	72¾	73¾
Do. Del. Pfd.	600	108	108	107½
Beechnut Pack.	1,500	95	94¼	94¼
Bohach, H. C.	250	5¼	5	5¼
Do. Pfd.	.....	.....	.....	33½
Chick. Co. Oil.	300	23¾	23¾	23½
Childs Co.	800	8¾	8¾	8¾
Cudahy Pack.	600	39	38¾	38¾
First Nat. Stra.	1,800	46¼	46	46¼
Gen. Foods	17,600	40¾	40¾	41¾
Gobel Co.	2,600	4¾	4¾	5
Gr. A. & P. 1st Pfd.	150	128	127½	127½
Do. New	160	115¼	115¼	116
Hormel, G. A.	300	17	17	19
Hygrade Food.	900	4¼	4	4¾
Kroger G. & B. 10.	200	21¾	21¾	20¾
Libby McNeill.	3,350	8¼	8¾	8¾
Mickelberry Co.	700	3¼	3¼	3¼
M. & H. Pfd.	120	6	6	6
Morrell & Co.	.....	.....	.....	46
Nat. Leather.	850	1¼	1¼	1¼
Nat. Tea	1,900	5¾	5¾	5¾
Proc. & Gamb.	5,400	47¾	47	46¼
Do. Pr. Pfd.	90	118	118	119½
Rath Pack.	2,300	32	31¾	31¾
Safeway Stra.	1,200	110	110	110½
Do. 6% Pfd.	130	111½	111½	111½
Do. 7% Pfd.	130	111½	111½	111½
Stahl Meyer	.....	.....	.....	2½
Swift & Co.	12,950	21¼	21	21¼
Do. Intl.	1,800	30¾	30¾	31
U. S. Leather.	1,200	7	6¾	7
Do. A.	3,200	12¼	11¾	11¾
Do. Pr. Pfd.	200	83	83	83
Wesson Oil	5,400	39¼	38¾	39
Do. Pfd.	600	81	81	80¾
Wilson & Co.	9,800	8	7¾	7¾
Do. Pfd.	600	77¾	77¾	78

New Trade Literature

Recording Thermometers (NL 244).—A 20-page catalog, unusual in illustrations and text, describing Republic recording thermometers and parts.—Republic Flow Meters Co., Chicago.

Transparent Wrappers (NL 245).—Uses of Protectoid, a non-inflammable transparent celluloid reduced to tissue thinness, for wrapping meats and other products, illustrated and described.—Celluloid Corp.

Roller Chain, Sprocket Stock Book (NL 246).—A 24-page book in which are tabulated the many cut-tooth sprocket wheels now available with Silverlink finished-steel roller chains from stocks. The new book makes ordering of a wheel, a piece of chain or a complete drive an easy matter.—Link-Belt Co.

Sausage Machinery (NL216).—Packers and sausage manufacturers planning to rehabilitate sausage departments or add new equipment during the busy summer season will be interested in this folder illustrating and describing stuffers, mixers, silent cutters, etc.—John E. Smith Sons Co.

Steam Turbines for Mechanical Drive (NL221).—Why to use turbines to drive mechanical equipment, including pumps, fans, compressors, pulverizers, etc., advantages and savings. Various types of single and multiple stage turbines described and illustrated.—General Electric Co.

Thermometers (NL212).—An 88-page catalog, printed in the form of an engineering reference book, with timely and useful information on theory and practice of modern-day thermometry. Liquid-filled, vapor-tension and gas-filled recording, indicating and controlling thermometers are considered.—The Bristol Co.

Feed Water Heaters (NL226).—Describes uses and advantages of deaerating heaters. Of particular interest is a table giving annual fuel savings effected by heating boiler feed water with exhaust steam or waste heat.—Worthington Pump & Machinery Corp.

To obtain information on new trade literature mentioned in THE NATIONAL PROVISIONER, write:

Editor THE NATIONAL PROVISIONER:

Please send, without obligation, publications listed below. (Give key number only):

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Luxury
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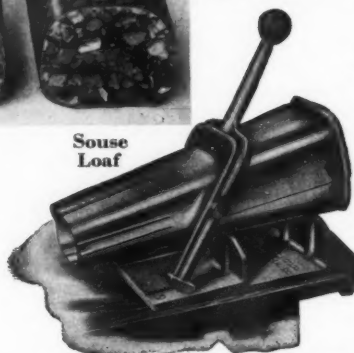
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Loaf

Souse
Loaf

Pullman loaves or small hams produced in sizes 02L-E, 1-0-E, 02S-E, or 02G-E, may be inserted into 4½-inch High Stretch Casings by using our new Stuffer No. 2. Ask for particulars.

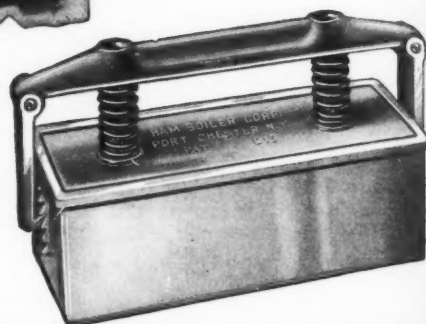
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PROVISIONS AND LARD ★

WEEKLY MARKET REVIEW

HOG products markets the past week developed a better tone than of late, prices responding to a continuance of droughty conditions in the corn and feed grain belts, a falling off in the hog run to some extent and a resultant improvement in live hog prices. These conditions served to bring about increased commission house absorption and short covering in lard, which at times ran the market into stop loss orders. Packing house interests were on both sides.

While some fresh hedge selling was apparent in lard, nevertheless there was lifting of hedges against cash sales. The profit taking and selling was more readily absorbed than of late, and with cotton oil and corn strong, the nearby deliveries in the yellow cereal going to new season's highs, sympathetic effect was transmitted to lard.

Although conditions surrounding the new cotton crop were satisfactory except in Oklahoma and a few other spots, nevertheless there continues a tendency to feel, that the new oil crush this season will not equal seasonal requirements so that edible fats are in a satisfactory statistical position, when and if the hog run begins to subside.

Lard in Good Position

While lard production undoubtedly will run ahead of last year, the drought situation over a large part of this country and the prospects of high feedstuffs prices may considerably alter the hog supply position from that indicated a few weeks back. This situation is being watched closely. Unless the Corn Belt receives a thorough heavy wetting in the near future it is probable that there will be a run of lighter weight hogs than would otherwise have been the case. This would tend to strengthen the statistical position of edible fats.

Cash lard demand has been on a satisfactory scale and the cooler weather in some sections of the country stimulated meat demand somewhat.

Receipts of hogs at Western packing points last week totalled 285,500 head compared with 325,200 head the previous week, and 198,700 the same week last year. Top hogs at Chicago recovered to 11c compared with 10.05c at mid-week the previous week, and the low last week of 10.15c. Average price at Chicago at the outset of the week was 9.70c compared with 9.15c the previous week, 9.90c a year ago, 4.40c two years ago and 4.40c three years ago. Average weight of hogs at Chicago last week was 268 lbs. against 268 lbs. the previous week, 261 lbs. a year ago and 246 lbs. two years ago.

The government weather report issued during the week pointed out that

the present drought is as severe in the Western Corn Belt as it was in 1934 and is more severe in the Eastern Corn Belt and as far East as Central Pennsylvania and East Central New York. In nearly all of the South, east of the Mississippi, the drought has been broken or partially relieved since July 1.

Lard exports for week ended July 11, were officially placed at 2,165,000 lbs. against 466,000 lbs. last year and exports from January 1 to July 11, this year, totaled 62,102,000 lbs. compared with 71,498,000 lbs. last year.

PORK—Demand was moderate but market was steady at New York with mess quoted at \$30.00 per barrel, family \$30.00 per barrel and fat backs at \$20.75@24.00 per barrel.

LARD—The market was steadier at New York with demand fair. Prime Western was quoted at 11.20@11.30c, Middle Western 11.10@11.30c, New York City tierces 10½c, tubs 10½@10¾c, refined Continent 11½@11¾c, South American 11½@11¾c, Brazil kegs 11½@11¾c, compound in car lots New York 12c, smaller lots 12¼c.

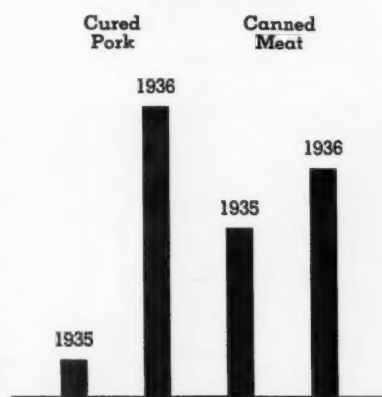
At Chicago, regular lard in round lots was quoted at 5c over July, loose lard at 55c under July and leaf lard at 55c under July.

(See page 38 for later markets.)

BEEF—Demand was fair at New York and the market stronger with mess nominal, packer nominal, family \$13.00 to \$16.00 per barrel and extra India mess nominal.

CURED AND CANNED MEAT IMPORTS

First 5 mos. 1935 and 1936



Foreign cured pork began to come into the United States in considerable volume in the last six months of 1935. Imports in the first five months of this year amounted to almost twice the total for all of 1935. Canned meat is also moving into this country at a faster rate than in 1935.

SCOTCH BUY LESS U. S. PORK

Exports of American hams to Glasgow during the first quarter of 1936 continued the progressive decline of the past 18 months, totaling only 870,000 lbs. This was 549,000 lbs., or 38 per cent, below the same period in 1935. Scotch importers anticipate the United States may recover its position on the market during the summer months. Only 26,000 lbs. of American fresh-frozen pork came in during the quarter as curers were unable to buy at American prices.

Consignments of canned meats (principally lunch tongues) from the United States were on about the same level as in 1935. The United States supplied 579,000 lbs., or 50 per cent, of the lard and 15 per cent of the oleo fats imported into the Glasgow district in the first three months of 1936. American product has been unable to compete with Continental offerings or substitutes on account of price. Domestically made substitutes have established themselves firmly in the market.

BRAZIL MAKES MORE LARD

Stimulated by demand found in foreign countries where imports of American lard have fallen off, lard production has risen steadily in Brazil during the past three years. Production during 1935 amounted to about 187,340,000 lbs. and in 1934 and 1933 was only slightly lower. However, value of lard produced amounted to only about \$4,845,000 in 1935 compared with \$6,222,120 in 1925 when production totaled about 138,411,000 lbs.

U. S. INSPECTED HOG KILL

Kill at 8 points week July 17, 1936:

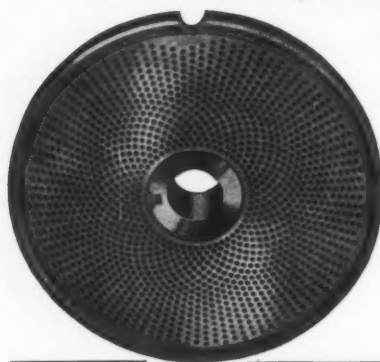
	Week ended July 17,	Prev. week.	Cor. week, 1935.
Chicago	77,757	71,840	55,095
Kansas City, Kans.	35,807	27,412	15,344
Omaha	32,094	27,259	15,888
St. Louis & East St. Louis	35,174	33,282	29,350
Sioux City	28,618	26,580	14,237
St. Joseph	12,816	9,827	8,025
St. Paul	36,752	31,804	13,639
N. Y., Newark and J. C.	24,220	26,863	22,479
Total	283,238	254,867	174,057

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended July 18, 1936:

	Week July 18.	Prev. week.	Same week '35.
Cured meats, lbs.	18,431,000	17,576,000	16,967,000
Fresh meats, lbs.	43,594,000	43,736,000	36,559,000
Lard, lbs.	1,878,000	2,089,000	2,891,000

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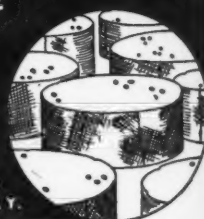
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Hog Cut-Out Results

HEAVY hogs cut out much less advantageously this week than in recent periods, owing to sharp increases in live hog costs and product values that failed to keep pace with the rise.

Considerable improvement was apparent during the first four days of the week in consuming demand for fresh pork meats, attributed to improved weather conditions. This resulted in a stronger feeling in the hog market. Some influence also could be traced to drought and to its influence on the corn crop and in turn on quality of hogs to be marketed in the late summer and fall months as well as a possible change in period of marketing. While the crop already has suffered considerable damage and governmental estimates place the year's production at around two billion bushels, this crop would still be sufficient for the hog crop which will be produced in this calendar year.

Replacement of product coming out of cure from hogs at present price levels would be at considerable price disadvantage, costs being anywhere from 1/2c to nearly 3c in product from the heavy weight quality butchers, while cellar cuts from the light average would go into cure very near present price levels of similar cured products.

The test on this page, worked out on the basis of live hog and green product prices at Chicago, with representative costs and credits, shows results on high

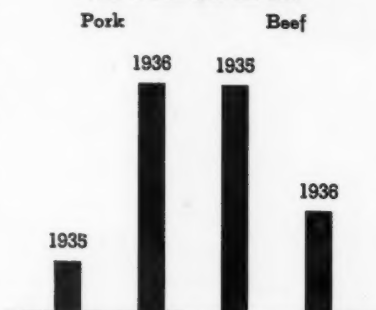
grade butcher hogs of the weights shown. Average costs and credits are used.

LARD AND GREASE EXPORTS

Exports of lard from New York City, July 1, 1936, to July 22, 1936, totaled 633,225 lbs.; greases, 586,400 lbs.; stearine, 69,200; tallow, none.

FRESH MEAT IMPORTS

First 5 mos. 1935 and 1936



More than half the fresh beef imported in 1935 was received during the first five months of the year, imports tapering off slightly thereafter. Beef imports in 1936 have been below 1935 level, and pork has become the principal imported fresh meat item. Fresh pork imports for the first five months of 1936 were four times as great as in corresponding months of 1935.

MEAT FACTS AND FIGURES

A new edition of the "Reference Book of the Meat Packing Industry," revised and enlarged, has just been issued by the Institute of American Meat Packers.

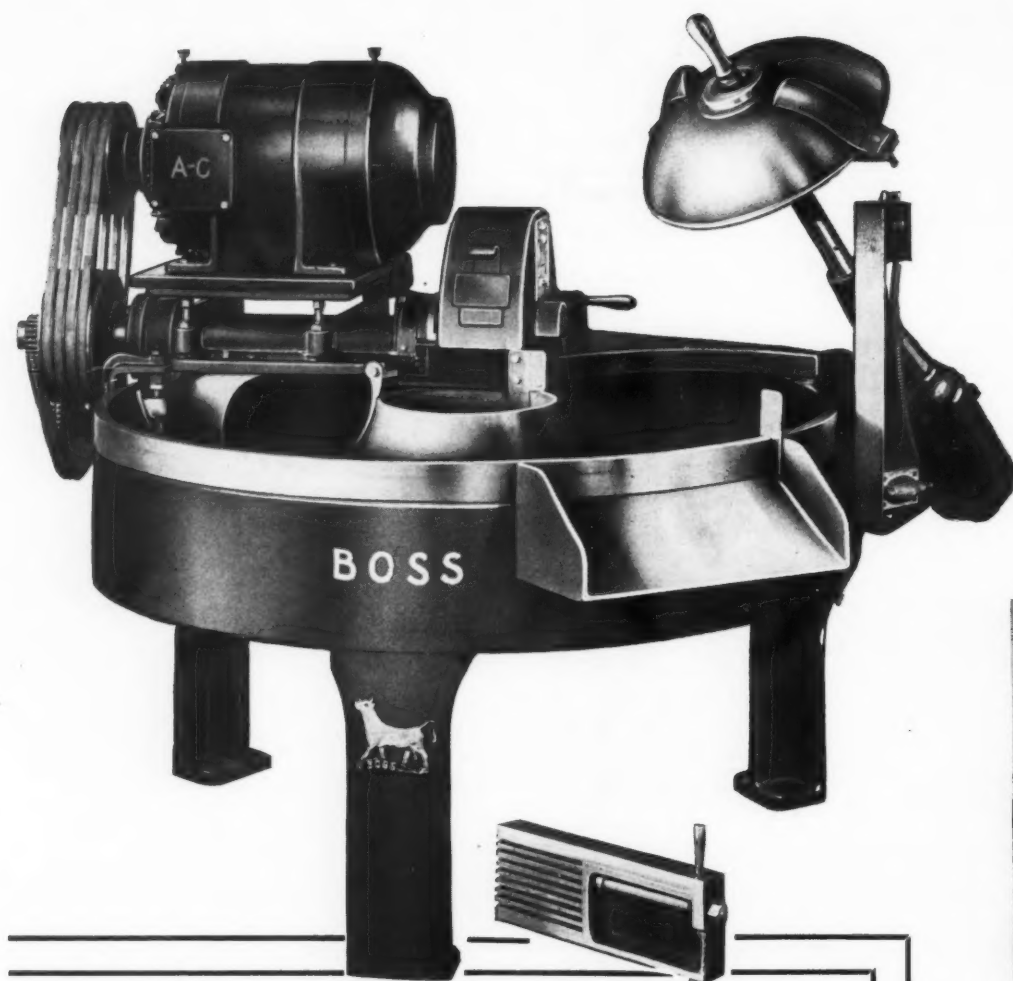
The purpose of the new reference book, according to the Institute, is to supply in condensed and convenient form a great many of the principal facts regarding the whole livestock and meat industry. The booklet was prepared by the Institute's Department of Public Relations and Trade, and contains latest available information on livestock prices and meat prices, exports and imports of meat and lard, farmers' income from meat animals, profits in the meat packing industry, operations in the packinghouse, and a break-down of what becomes of the consumer's meat dollar.

The new 56-page booklet is enlarged to include much information not offered in other editions. General discussions of meat in human history, meat in the diet, Stefansson's experiences with an all-meat diet, history of the packing industry in the United States and other feature material is included. A limited number of copies have been offered to members of the institute for distribution by them. Those in the industry who desire larger quantities can obtain them at cost, f.o.b., Chicago, by writing to the Institute of American Meat Packers.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per cent live wt.	Price per lb.	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
	180-220 lbs.			220-260 lbs.			260-300 lbs.		
Regular hams.....	14.00	20.75	\$ 2.91	13.70	20.25	\$ 2.77	13.30	19.38	\$ 2.58
Picnics	5.60	15.17	.85	5.30	14.17	.75	5.00	11.82	.59
Boston butts	4.00	18.13	.73	4.00	18.13	.73	4.00	18.13	.73
Loins (blade in)	9.80	21.75	2.13	9.50	18.50	1.76	9.00	16.50	1.49
Bellies, S. P.	11.00	19.17	2.11	8.70	17.82	1.57	3.50	17.04	.60
Bellies, D. S. ....	.....	.....	.....	3.00	12.25	.37	9.00	12.00	1.08
Fat backs	2.00	8.12½	.16	4.00	8.75	.35	5.00	10.12½	.51
Plates and jowls.....	2.50	9.50	.24	2.50	9.50	.24	3.00	9.50	.29
Raw leaf	2.00	9.91	.20	2.10	9.91	.20	2.00	9.91	.20
P. S. lard, rend, wt.	11.60	10.92½	1.27	10.90	10.92½	1.19	11.00	10.92½	1.20
Spareribs	1.50	10.37½	.16	1.50	10.37½	.16	1.50	10.37½	.16
Trimmings	3.00	9.50	.29	2.80	9.50	.27	2.70	9.50	.26
Feet, tails, neckbones.....	2.00	.....	.06	2.00	.....	.06	2.00	.....	.06
Offal and misc.....	.....	.....	.34	.....	.....	.34	.....	.....	.34
TOTAL YIELD AND VALUE.....	69.00		\$11.45	70.00		\$10.76	71.00		\$10.09
Cost of hogs per cwt.....		\$10.86			\$10.70			\$10.40	
Condemnation loss .....		.05			.05			.05	
Handling & overhead.....		.60			.55			.52	
TOTAL COST PER CWT ALIVE.....		\$11.51			\$11.30			\$10.97	
TOTAL VALUE		11.45			10.76			10.09	
Loss per cwt.....		.06			.54			.88	
Loss per hog.....		.12			\$1.30			\$2.46	



"BOSS" Cutters No. 521 are *new* in design, construction and size, but use the *time-proved* "BOSS" Method of emptying the bowl. They are *not experiments* but embody well proved ideas used successfully in years of operation of "BOSS" Cutters.

They will unload *thru the center* or *over the edge* of the cutter bowl, as preferred by the user. *Entire* emptying operation takes less than 30 seconds. In actual clocking, the 350 lbs. size cutter was unloaded in 17 seconds.

No "bathtub" plug needed, as center opening can remain open all the time if machine is used to unload thru center of bowl.

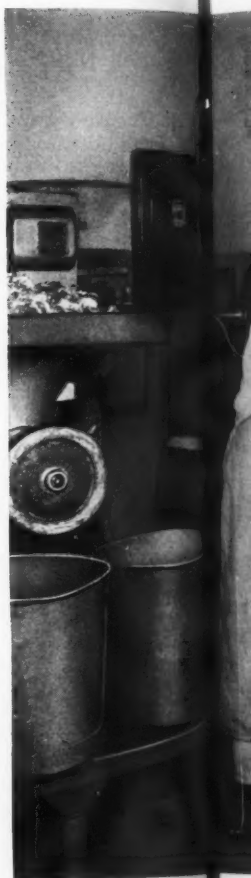
The hood over knives is made of nickel-clad metal—nickel-clad on inside and heavily tinned on outside and edges. Hood is strong and yet light in weight; can be lifted back or entirely off with ease. Unencumbered with the heavy mechanism used on some other machines to prepare them for emptying contents, it is light in weight and requires no lifting counter-balances to open or remove it from the machine.

Depend upon the "BOSS" for Best of Satisfactory Service

NEW D

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mix



THE CIMA

824 Exchange Ave.,
Chicago, Ill.

NEW DESIGNED AND IMPROVED "BOSS" CUTTER—Fig. 521

Illustration shows a No. 80 — 350 lbs. capacity "BOSS" Cutter installed in the plant of the Edelmann Provision Co., Cincinnati, Ohio, with Mr. Martin Edelmann, Vice-President and Superintendent, operating the Unloader. Note the compact arrangement of the equipment in this plant—the grinder shown to the left and the mixer to the right of the cutter.



This new Cutter cuts finer in less time (7 minutes per bowlful). Finer cut increases the yield by absorbing up to 50% more chipped ice. Less heating of meat is the result and "shortening" of the product is thus avoided.

The distinction of being the first user of this new type "BOSS" Cutter goes to Edelmann Provision Co. They are enthusiastic over the results obtained.

A No. 100—750 lbs. capacity "BOSS" Cutter has been sold to Kingan & Co., Indianapolis, Ind., for delivery in July.

In both instances unloading over the edge of bowl is preferred.

THE CINCINNATI BUTCHERS' SUPPLY CORPORATION

ange Ave.,
Chicago, Ill.

Mfr. "BOSS" Machines for Killing,
Sausage Making, Rendering

1972-2008 Central Ave.
Cincinnati, Ohio



isioner

Week ending July 25, 1936

Page 29

H. J. MAYER SEASONINGS

The success of the users of MAYER Seasonings is the best reason why YOU should use them.

We will gladly demonstrate in your own plant. Write

H. J. MAYER & SONS CO.

6819-27 S. Ashland Ave. Chicago, Ill.

MAKERS of FINE SAUSAGE SEASONING
and NEVERFAIL, *The Perfect Cure*
Canadian Office, Windsor, Ontario

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FIGURES tell the story!

The figures on the black side of your ledger tell the story of whether you are using the RIGHT stockinette! Packers who buy from Cahn get better value, better stockinette and better profit. They have the figures—in dollars and cents—that prove it pays to buy stockinette direct from

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State 1637
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THE ADLER COMPANY
CINCINNATI

Buy Your Stockinettes from Cahn and BE SURE!

**WHITE line of
SPLITTERS-CLEAVERS**

**OUTSTANDING
For Almost A Century**

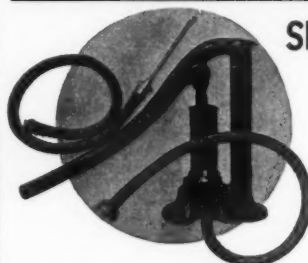
—because they are high-grade tools and give the service you expect of high-grade tools.

Splitters have cutting edges of inserted alloy steel. All-use cleavers of forged solid steel.

See your dealer or order direct.

L. & I. J. White Division, Buffalo

SIMONDS WORDEN WHITE CO.
OFFICE
DAYTON, OHIO
Factories at DAYTON-BUFFALO-CLEVELAND-BELOIT



SILVER HAM PUMP

Efficient and durable. Brass injecting needle with nickel tip. Gives finer results because cure penetrates to bone. No souring! Curing process

speeded up 50%. Will pay for itself in one season! Ask for proof.



Write! SALEM TOOL CO., SALEM, OHIO

Forbes

A well-known name in sausage seasoning
FAMOUS FOR QUALITY FOR 83 YEARS

JAS. H. FORBES TEA & COFFEE CO.
ST. LOUIS, MO.;
Omaha, Neb.;
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SALES OFFICES: 302 Delaware, Kansas City, Mo.;
602 Merchants National Bank Bldg., Omaha, Neb.;
J. Grosjean, Niagara Frontier Food Terminal, Buffalo, N. Y.

FORBES SPICES
add the touch that means so much

Ask for → **F. DICK**
The Arrow Famous Brand

Sold by all Butcher Supply Houses
Sole Agents in U.S.A.
R. H. Forschner Co., New York, N.Y.
230 Third Avenue

Paul F. Dick
Esslingen (Neckar)
Butchers' Steels Manuf.
Established 1774

PORK PRODUCTS EXPORTS

To	PORK		
	Week ended July 18, 1936, bbls.	Week ended July 20, 1935, bbls.	Nov. 1, 1935 to July 18, 1936, bbls.
United Kingdom	117
Continent	857
West Indies	190
Total	1,134

BACON AND HAMS

	M lbs.	M lbs.	M lbs.
United Kingdom	1,109	1,391	65,106
Continent	.....	.....	95
West Indies	.....	1	181
Other Countries	.....	.....	5
Total	1,109	1,392	65,447

LARD

	M lbs.	M lbs.	M lbs.
United Kingdom	2,092	1,739	65,079
Continent	12	.....	6,691
Sub. and Ctl. America	68	56	848
West Indies	108	4	2,171
Other Countries	280	.....	3
Total	2,280	1,799	74,793

TOTAL EXPORTS BY PORTS

From	Pork, bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
New York	517	74
Boston	25	.....
New Orleans	176	.....
Montreal	597	2,030
Total week	1,109	2,280
Previous week	970	4,179
2 weeks ago	5	2,164
Cor. week 1935	1,392	1,799

SUMMARY NOVEMBER 1, 1935 TO JULY 18, 1936

	1935 to 1936	1934 to 1935	Increase	Decrease
Pork, lbs.	227	322	.....	96
Bacon and Hams, lbs.	65,447	92,939	.....	27,492
Lard, lbs.	74,791	89,219	.....	14,428

MEAT IMPORTS AT NEW YORK

For week ended July 17, 1936:

Point of origin	Commodity	Amount, Lbs.
Argentina	Canned roast beef	2,790
	-S. P. picnics	43,128
	-D. S. pork bellies	13,478
	-Canned corned beef	225,000
Canada	-S. P. ham	19,990
	-Smoked bacon	5,373
	-Beef liver	490
	-S. P. ham	22,926
	-Fresh beef	78,677
	-Pork butts	375
	-Frozen pork cuts	13,265
	-Frozen pork carcasses	14,340
	-Smoked pork loins	540
	-Calf livers	1,280
Denmark	-Cooked ham	7,142
	-Cooked sausage	450
England	-Smoked bacon	5,000
Estonia	-Cooked ham	10,063
Germany	-Smoked ham	220
	-Smoked sausage	220
Lithuania	-Fresh frozen hams	72,362
	-Fresh frozen bellies	62,183
	-Cooked hams	16,472
	-Smoked bacon	5,227
	-Fresh frozen picnics	22,126
Poland	-Cooked ham	104,431
	-Cooked picnics	30,479
	-Smoked bacon	8,000
Uruguay	-Canned corned beef	450,444
Brazil	-Canned corned beef	1,045,800
Italy	-Smoked sausage	15,417

9,000,000 SAFE MILES

Having driven approximately 9,000,000 miles without an accident, 71 drivers of the Albany Packing Co., Albany, N. Y., have been awarded safety certificates by the Great American Indemnity Co. Fifteen of the truck drivers have been without an accident in five years. Ten salesmen have a similar record. Nine drivers have had no mishap in four years, 10 in three years, 10 in two years and 17 have had no accidents in the last year.

Week ending July 25, 1936

CHICAGO PROVISION MARKETS

Reported by The National Provisioner Daily Market Service

FUTURE PRICES

SATURDAY, JULY 18, 1936.

	Open.	High.	Low.	Close.
LARD—				
July	.....	.....	.....	10.72½b
Sept.	10.90	10.90	10.75	10.82½b
Oct.	10.95	10.95	10.75	10.87½ax
Dec.	11.05-00	11.05	10.77½	10.90ax
Jan.	10.92½-90	10.92½	10.80	10.80b

CLEAR BELLIES—

July	.....	12.87½ax
Sept.	.....	13.12½ax

MONDAY, JULY 20, 1936.

LARD—				
July	.....	.....	.....	10.80b
Sept.	10.87½	10.95	10.82½	10.95
Oct.	10.82½	10.97½	10.82½	10.97½
Dec.	10.85	10.97½	10.85	10.97½
Jan.	10.85	10.80	10.85	10.90

CLEAR BELLIES—

July	.....	12.87½a
Sept.	.....	13.10ax

TUESDAY, JULY 21, 1936.

LARD—				
July	.....	.....	.....	10.95b
Sept.	11.00	11.07½	11.00	11.05b
Oct.	11.05	11.12½	11.05	11.10ax
Dec.	11.00	11.12½	11.00	11.10
Jan.	11.00	11.02½	11.00	11.02½b

CLEAR BELLIES—

July	.....	12.87½b
Sept.	.....	13.12½b

WEDNESDAY, JULY 22, 1936.

LARD—				
July	.....	.....	.....	10.87½ax
Sept.	11.10	11.10	10.87½	11.02½b
Oct.	11.07½	11.07½	10.95	11.07½ax
Dec.	11.15-20	11.20	10.95	11.05
Jan.	11.12½	11.12½	10.95	11.02½b

CLEAR BELLIES—

July	.....	12.95b
Sept.	13.25	13.25

THURSDAY, JULY 23, 1936.

LARD—				
July	.....	.....	.....	10.92½b
Sept.	11.00	11.05	11.00	11.05
Oct.	11.10	11.10	11.02½	11.07½b
Dec.	11.07½	11.12½	10.95	11.07½ax
Jan.	.....	.....	.....	11.05b

CLEAR BELLIES—

July	.....	12.95b
Sept.	.....	13.25ax

FRIDAY, JULY 24, 1936.

LARD—				
July	.....	.....	.....	10.95b
Sept.	11.05	11.07½	11.05	11.05ax
Oct.	11.07½	11.10	11.07½	11.10ax
Dec.	11.17½	11.17½	11.05	11.05
Jan.	.....	.....	.....	11.05a

CLEAR BELLIES—

July	.....	12.95n
Sept.	.....	13.25a

Key: ax, asked; b, bid; n, nominal; —, split.

CASH PRICES

Based on actual carlot trading Thursday, July 23, 1936.

REGULAR HAMS.

	Green.	*S.P.
8-10	21½	21½
10-12	21½	21½
12-14	21½	21½
14-16	21½	21
10-16 range	21½	.....

BOILING HAMS.

	Green.	*S.P.
16-18	20	20½
18-20	19½	20½
20-22	19½	20½
16-22 range	19½	.....

SKINNED HAMS.

	Green.	*S.P.
10-12	22½	23
12-14	22½	22½
14-16	22	22½
16-18	21½	22½
18-20	19	21½
20-22	17½ @ 17½	21
22-24	16½	19½
24-26	16	18
26-28	15	18½
30-35	15	16½

PICNICS.

	Green.	*S.P.
4-6	15½	15½
6-8	14½	14½
8-10	12½	13
10-12	12½	12½
12-14	12½	12½
10-14	12½	12½
Short Shank	¾c over.	.....

BELLIES.

(Square cut seedless)
(S. P. ¼c under D. C.)

	Green.	*D.C.
6-8	20½	21
8-10	20½	20½
10-12	19½	19½
12-14	18½	18½
14-16	18	18½
16-18	16½	17½

*Quotations represent No. 1 new cure.

D. S. BELLIES.

	Clear.	Rib.
14-16	13½	.....
16-18	13½	.....
18-20	13½	13½
20-25	13	12½
25-30	12½	12½
30-35	12½	12½
35-40	12½	12
40-50	12½	11½
50-60	12	11½

D. S. FAT BACKS.

6-8	9½	9½
8-10	9½	9½
10-12	10½	10½
12-14	11	11
14-16	11½	11½
16-18	11½	11½
20-25	11½	11½

OTHER D. S. MEATS.

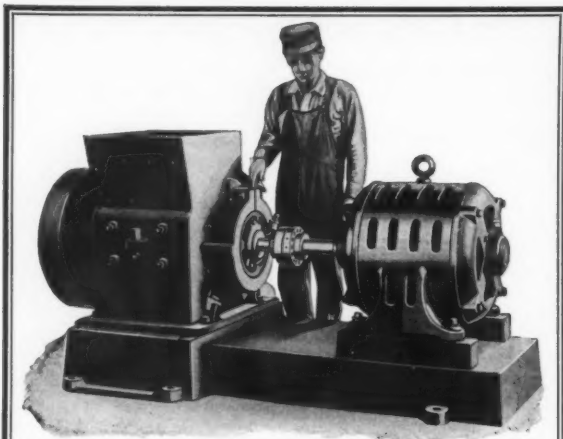
Extra Short Clears	35-45	12½n
Extra Short Ribs	35-45	12½n
Regular Plates	6-8	10½
Clear Plates	4-6	9½
Jowl Butts	.....	11½
Green Square Jowls	.....	13
Green Rough Jowls	.....	11½

LARD.

Prime Steam, cash	10.95b
Prime Steam, loose	10.40
Refined, boxed, N. Y.—Export	unquoted
Neutral, in tierces	12.87½n
Raw Leaf	10.62½b

CROWN MEAT AND JOWLS

When your men head hogs what do they do with the crown meat or the jowls? It may save you money to read "PORK PACKING," The National Provisioner's pork plant handbook. Write for information.



Grinders for By-Products Vibrating Screens

Heavier and more dependable construction and many exclusive improvements have made Williams Hammer Mills an overwhelming favorite with American packers and renderers. Grind tankage, bones, greasy cracklings and hash dry rendering materials. 30 sizes and types. For screening greasy cracklings and tankage, let us tell you about the "Full-Floating" Vibrating Screen.

Williams Patent Crusher & Pulverizer Co.

2708 North Ninth St., St. Louis, Mo.

Chicago New York San Francisco
37 W. Van Buren St. 15 Park Row 326 Rialto Bldg.



Williams
OLDEST AND LARGEST BUILDERS OF HAMMERMILLS IN THE WORLD
PATENT CRUSHERS GRINDERS SHREDDERS

BY-PRODUCTS MARKETS

Chicago, July 23, 1936.

Blood.

Market for unground dried blood quiet. South American ground \$2.85 c.i.f. U. S. ports.

Unit Ammonia.
Unground\$3.25@3.50

Digester Feed Tankage Materials.

Little trading this week in digester feed tankage. Offerings have been made at top prices.

Unground, 10 to 12% ammonia...\$3.75@4.00 & 10c
Unground, 8 to 10%@4.25 & 10c
Liquid stick2.25

Packinghouse Feeds.

Market steady at quoted prices.

	Carlots, Per ton.
Digester tankage meat meal, 60%...	@50.00
Meat and bone scraps, 50%.....	@52.50
Steam bone meal, 65%, special feed- ing, per ton.....	@30.00
Raw bone meal for feeding.....	@35.00

Dry Rendered Tankage.

Trading limited and offerings light, last sales So. American high test 80c c.i.f.

Hard pressed and exp. unground per unit protein.....	@.90
Soft, prod. pork, ac. grease & qual- ity, ton.....	@60.00
Soft prod. beef, ac. grease & qual- ity, ton.....	@50.00

Fertilizer Materials.

Top prices asked for high grade

ground tankage, f.o.b. Chicago.

High grd. tankage, ground, 10@ 12% am.	\$ 3.00@ 3.25 & 10c
Bone tankage, ungrd., low gd., per ton	@18.00
Hoof meal	2.60@ 2.70

Gelatine and Glue Stocks.

Market unchanged on glue stocks.

Calf trimmings	\$ @28.00
Sinews, pizzles	18.00@20.00
Cattle jaws, skulls and knuckles.....	25.00@26.00
Hide trimmings	@15.00
Pig skin scraps and trim, per lb.....	5@5½c

Animal Hair.

Market available for April-October take-off coil dried hog hair.

Coil and field dried hog hair.....	1½@2½c
Winter coil dried.....	3¼@3½c
Processed, black winter, per lb.....	.5 @8c
Processed, summer	@¾c
Cattle Switches, each*.....	1½@2c

*According to count.

Horns, Bones and Hoofs.

Bids of \$25.00 per ton for hoofs with \$30.00 asked, c.a.f. Chicago.

	Per ton.
Horns, according to grade.....	\$45.00@75.00
Cattle hoofs	@25.00
Junk bones	17.00@18.00

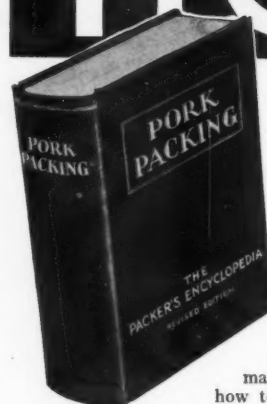
(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

Bone Meals (Fertilizer Grades).

Prices f.o.b. Chicago. Ground 2 per cent ammonia 27 per cent phosphoric acid quoted in 100 lb. second hand bags.

	Per ton.
Steam, ground, 3 & 50.....	\$18.00@19.00
Steam, ground, 2 & 27.....	@17.50

HOW



to cut the
MOST PROFIT
out of a hog

**\$6.25
POSTPAID**

Foreign: U. S. Funds
Flexible Leather,
\$1.00 extra.

is a day-to-day problem that requires not only careful study of markets, but also full knowledge of how to find profits in a particular market situation. "PORK PACKING" contains many tests which will show whether you are cutting up the hog to yield the most profit. Filled from cover to cover with practical answers to pork packing problems, this 360-page volume will quickly repay you its cost many times over. Order your copy today.

THE NATIONAL PROVISIONER

407 South Dearborn Street, Chicago, Illinois

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, JULY 18, 1936.

	High.	Low.	Close.
July			6.00@6.25
Aug.			*6.10
Sept.	6.30	6.30	6.30@6.35
Oct.			6.40@6.46
Nov.			*6.45
Dec.			6.45@6.65

MONDAY, JULY 20, 1936.

July			6.10@6.25
Aug.			6.15
Sept.	6.30	6.25	6.24@6.30
Oct.			6.37@6.45
Nov.			*6.40
Dec.			6.45@6.65

TUESDAY, JULY 21, 1936.

July			6.10@6.20
Aug.			6.15
Sept.			6.25@6.31
Oct.			6.35@6.45
Nov.			6.40
Dec.			6.40@6.65

WEDNESDAY, JULY 22, 1936.

July			6.10 bid
Aug.			6.15
Sept.			6.25@6.35
Oct.			6.30@6.45
Nov.			6.35
Dec.			6.40@6.65

THURSDAY, JULY 23, 1936.

July			*5.90
Aug.			5.95
Sept.	6.09	6.08	6.07@6.10
Oct.			6.15@6.25
Nov.			16.20
Dec.	6.50	6.50	6.35@6.40

FRIDAY, JULY 24, 1936.

July			5.80
Sept.			5.92@5.99
Dec.			6.20@6.24

*Nominal; fbid.

The National Provisioner

TALLOW AND GREASES ★

WEEKLY MARKET REVIEW

TALLOW—A moderate amount of business but a firm tone featured tallow at New York the past week. At times inquiries indicated further price advances would be established but the fact that product was not in the shipment position desired prevented the business from going through. From a supply and demand standpoint the market still appeared to be in a satisfactory position, and prices were holding recent upturns.

A new feature was reports of importations of foreign tallows. Trade reports indicated fairly heavy sales of foreign tallow the past week mostly for shipment from England at around 5½¢ for No. 1 grades c.i.f. New York. A little tallow was reported worked to this country from Brazil, but as far as could be ascertained no purchases were made in the Argentine.

Soapers are reported to have fairly good coverage of raw materials at the moment, but on the other hand producers are fairly well sold up and consequently, offerings are not large nor pressing. Indications are that soap prices will be advanced in the near future on account of recent upturns in tallow and other soap making materials and when this is accomplished it is felt that there may be more of a tendency on the part of soapers to again take hold of raw materials.

At New York edible was quoted at 7½¢ f.o.b., extra 6½¢ f.o.b. or 6¼¢ delivered and special 6¢ nominal.

At Chicago the tallow market remained in a strong position, with inquiries fairly active, but offerings very light on all grades. Edible was quoted at 8½¢, fancy 6½¢, prime packers 6½¢, special 6¼¢ and No. 1 at 6¢.

On the New York Produce Exchange tallow futures were unchanged to 10 higher on the week with trade fair but all in the September delivery from a range of 6.30¢ to 6.25¢.

Reports were to the effect that edible tallow had been bought for import at 7½¢ c.i.f. New York, equal to 7½¢ duty paid.

There was no London tallow auction this week. At Liverpool, Argentine good frigorifico tallow, July-August shipment, advanced 2s during the week to 28s, while Australian good mixed tallow at Liverpool, July-August was unchanged during the week at 22s 6d.

STEARINE—A small lot of oleo sold at New York at 10¢ steamer for export, and market locally was quoted at 10¢ asked, an advance of ½¢ compared with a week ago. Available supplies were reported light.

At Chicago, trade was moderate but offerings light and the market firm and unchanged at 9@9¼¢ for oleo.

OLEO OIL—An advance of ¼ to ½ featured the market at New York the past week, with demand fair and offerings moderate. Extra was quoted at 9½@10¢, prime 9@9½¢ and lower grades 8½@9¢. At Chicago, demand was fairly good and offerings moderate with extra quoted at 9¼¢, a gain of ½¢ for the week.

(See page 38 for later markets.)

LARD OIL—Demand was fair and inquiry good at New York and with offerings moderate, prices rose ¼ to ¾¢ compared with the previous week. No. 1 was quoted at 9¢, No. 2 at 8¼¢, extra 10¼¢, prime edible 13¼¢, prime inedible 11½¢, extra winter strained 10½¢ and prime 10¼¢.

NEATSFOOT OIL—Demand was fair at New York and market quite firm with prices unchanged to ¾¢ higher than previous week. Cold test was quoted at 16¢, extra 9½¢, extra No. 1 at 9¼¢, special 10½¢ and pure 11½¢.

GREASES—The situation surrounding the market for greases at New York continued firm. With most producers in a fairly well sold up position offerings

were reported as very light, while the strong tallow position aided in maintaining the grease market. There was no particular activity in soapers' inquiries in greases but at the same time no particular quantities were overhanging the market. A consumers buying movement of any size might readily tighten up the price situation further. At New York choice white in tierces was quoted at 7½¢, A white 6@6¼¢, B white 5½@6½¢, and yellow and house at 5½@5¾¢, according to seller.

At Chicago, greases continued in a strong position although business was quite moderate. However, offerings were light and consumer inquiries reported active. Choice white all hog was quoted at 6¼@6½¢, A white at 6½¢, B white 6¢, yellow 5½@5¾¢, and brown at 5¼@5½¢.

What Do You Think?

WOULD tallows and greases and hides bring more money if imports of animal and vegetable fats and of hides were cut off, or the tariff raised so high that the imported product would not be competitive?

"Or has the development and utilization of vegetable oils for both edible and inedible purposes become so extensive as to make heavy inroads on the possible domestic market for animal fats and oils.

"Is there any reason why the public should not pay a little more for soap, or at least why the total soap bill should not be materially increased to cover higher costs of raw materials?"

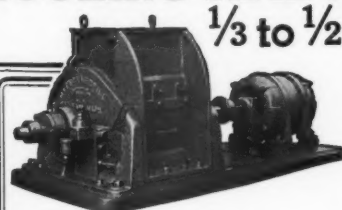
These are some of the questions suggested by a well known by-products expert who has watched many transitions in the trade, from the time it was possible to pay considerably more for a steer, because of what could be realized on the hide and fat, to the present,

COOKING TIME REDUCED

1/3 to 1/2 By Grinding in the

M & M HOG
CUTS RENDERING COSTS

Grinds fats, bones, carcasses, viscera, etc.—all with equal facility. Reduces everything to uniform fineness. Ground product gives up fat and moisture content readily. Saves steam, power, labor. Low operating cost. Increases melter capacity.



Sizes and types to meet every requirement. Write for Bulletins.

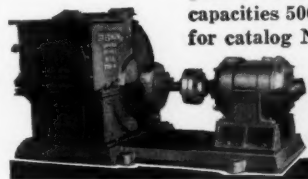
MITTS & MERRILL

Builders of Machinery Since 1854
1001-51 S. Water St., Saginaw, Mich.

STEDMAN 2-STAGE GRINDERS

For CRACKLINGS, BONES, DRIED BLOOD TANKAGE AND OTHER BY-PRODUCTS

Grind cracklings, tankage, bones, etc., to desired fineness in one operation. Cut grinding costs, insure more uniform grinding, reduce power consumption and maintenance expense. Nine sizes—5 to 100 H.P.—capacities 500 to 20,000 lbs. hourly. Write for catalog No. 302.



STEDMAN'S
FOUNDRY & MACHINE WORKS
504 INDIANA AVE.
AURORA, INDIANA U.S.A.

when these by-products have sunk to low values.

This is how he sums up the situation:
Editor THE NATIONAL PROVISIONER:

I should like to know why it is that tallow and greases—important by-products of cattle and hogs—do not command prices that bear some relation to their actual cost in the way they did years ago, when the nation was not so efficient as it is today, when it seems to be able to do everything except to pay equitable prices for raw materials that go into our food, clothing and supplies?

Prices Then and Now

If my memory serves me correctly, a fat steer sold at 4c live weight 30 years ago. Its 125 lbs. of raw fat then cost \$5.00 in the steer's belly, and when converted into tallow, stearine, etc., it brought around \$6.00, making a profit of \$1.00 or so on its first cost.

In recent years—with cattle selling at 7c to 10c per lb., and the fat's first cost in the same steer at \$10.00 or more—the same tallow and stearine bring the magnificent sum of about \$4.00. And if no oleo is made they bring about \$3.25, a loss of \$6.75 on the steer, without taking into account processing costs.

I should like to know how much, if anything, is saved between the cost of soap 30 years ago and today's soap cost, translated in the cost of a year's soap for the family; whether that saving, if any, overcomes the increased cost the family pays for beef or pork, or whether the soap saving for the farmer's family overcomes the loss on the livestock price by reason of lower fat returns?

Influence of Imports

Some time ago I saw figures showing that we imported in weight nearly as much coconut oil as the total production of tallow and grease. What's the answer to this riddle? Am I wrong in suspecting that a concentration of buying by soapers and others has brought about this inequality?

To my mind no manufacturer is truly efficient who does not provide a fair price for the materials he uses. Taking it from one and burdening the other is merely a grab policy which has led us to Townsend plans and what-not.

People have been educated to believe that fat and tallow and hides are just by-products—something that there is no cost on.

Tanners years ago (some today, too) used to believe that the hide of a steer didn't mean a thing to the livestock grower or the packer and butcher—for didn't the latter have to take off the hide before he could sell the meat, since no process has yet been discovered to make an edible product out of the whole hide?

Have tanners and soapers ever seen steers or cows run around in the field

without a hide on or without fat in the belly?

Hide and Fat Costs

If there is a definite cost to making pork or meat, why is there not a definite cost to making the hide and fat? It takes corn, etc., to produce hides, fat and meat. It likewise takes labor to produce the hide and fat at the same time that the meat is produced. What would be wrong in figuring fat and hide costs that way, so that the whole cost burden is not shoved on the meat or on the livestock price?

Would a nation that can afford to spend \$800,000,000 a year for cosmetics and millions for chewing gum be so bad off if the soap price were increased a little?

Our own raw materials should be used up at fair prices before we import—and our own goods should not be kicked about so they have no semblance of value.

I know there is a school which says: "What are you beefing about? Don't these wide fluctuations give you an opportunity to cash in?"

Wool Industry Example

Why doesn't the industry take a leaf out of the history of the wool business? Wool is the only commodity in the United States that didn't go to zero. Hides did; so did tallow. That's because wool has a good stiff duty imposed on it—a duty that is not a political sop, but one that protects.

Hides have a counterfeit duty—one that you can talk about, but not one that really protects. Hides dropped to 3c in 1932 and wool did not go lower than 15c per lb., and quickly snapped back to 25c and 30c per lb.

When wool was 30c to 35c per lb., grease weight, last year manufacturers had one of the best years in many. This gives the hokum dispensers something to think up, those who tell us that the way to increase production and consumption is to make things cheap. Who was harmed in buying clothes in 1934, 1935 and 1936, with grease wool in the 30's?

What would we have saved had wool gone to the dumps the way hides and tallow went? When the farmer sold wool at fair prices, he had something to buy with that in turn employed city workers. And I am quite sure that since Democrats and Republicans both raise cattle and hogs, they wouldn't be opposed to decent duties that will put unprotected or inadequately protected products at decent levels.

Yours truly,
FAIR PLAY.

COLD SPOTS IN LARD

Cold spots in the rendering tank often cause sour lard. "PORK PACKING," The National Provisioner's pork plant handbook, explains the reason for cold spots and tells how to prevent them.

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, July 22, 1936.

There was very little tankage offered for prompt shipment and sellers were not disposed to sell ahead.

Blood sold at New York at \$3.00 this week, and additional supplies were available at this price.

Cracklings are still in heavy demand and producers are not anxious to sell ahead.

Some fish scrap was sold this week at \$2.85 and 10c, f.o.b., Chesapeake bay.

New prices for nitrate of soda for the coming season are expected to be issued some time within the next two weeks.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates	
Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: July, 1936	@25.00
Ammonium sulphate, double bags, per 100 lbs. f.o.b. New York	nominal
Blood, dried, 18%, per unit	8.00
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory	2.85 & 10c
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f.	@29.00
Fish scrap, acidulated, 6% ammonia, 8% A.P.A. f.o.b. fish factories	2.25 & 10c
Soda nitrate, per net ton; bulk, July in 200-lb. bags	@24.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	@25.50
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk	3.25 & 10c
	3.00 & 10c
Phosphates	
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@23.00
Bone meal, raw, 4½ and 50 bags, per ton, c.i.f.	@20.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 8.00
Dry Rendered Tankage	
50% unground	@24c
60% ground	@25c

OPPOSE MARGARINE TAXES

Cottonseed crushers should join hands with the cattle industry in opposing any extension of state or federal taxes on margarine, urged F. E. Mollin, secretary, American National Live Stock Association, at a recent meeting of the Texas Cottonseed Crushers Association at San Antonio, Tex. Mr. Mollin pointed out that a campaign to induce all states to adopt such taxation might be expected soon. He declared that both industries should also cooperate to protect the domestic market from foreign fats and oils. Mr. Mollin indicated that the cottonseed industry could serve livestock producers best by supplying them with consistently high quality cottonseed feed. In merchandising such products, he suggested, good packaging was especially important.

HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, July 22, 1936.—Refined cottonseed oil, 29s, Egyptian crude cottonseed oil, 26s 6d.

The National Provisioner

VEGETABLE OILS ★

WEEKLY MARKET REVIEW

CONSIDERABLE activity and a higher range featured cottonseed oil futures the past week as a result of continued unfavorable weather conditions in the Corn Belt. The situation surrounding the yellow cereal was such as to offset all other considerations as far as cotton oil is concerned, the latter market ignoring generally favorable weather in the South and a disposition in private quarters to raise cotton crop ideas moderately to around 12,000,000 bales.

Without question drought damage and fears again brought to the front the statistical position of edible oils and fats and there was still a tendency in evidence to look for a new crop crush of oil somewhat under seasonal requirements, although it is a little too early as yet to get a definite idea of the prospect as the crop still has many trying periods through which it must pass. Consequently climatic conditions in both the Corn Belt and in the Cotton Belt are receiving the closest attention from the oil trade as well as from speculative and professional element.

Cash oil trade was reported fairly good during the week, while cash lard demand was reported very satisfactory. Crude oil was rather quiet but steady with the Southeast and Valley quoted at 8½¢@8¾¢ and Texas 8¼¢ nominal.

Weather Better for Cotton

In the Cotton Belt temperatures were reported as moderate with showers rather general except in the Northwestern portions. Progress of cotton was generally poor in the Southwestern area, principally Oklahoma, but was satisfactory in most other sections of the belt.

Heavy toll has been taken in corn by the extremely high temperatures and the absence of rainfall in much of the Corn Belt during the past week according to government weather reports.

COCOANUT OIL—While volume of trading at New York was not particularly active the market was stronger and ¼¢ to ½¢ higher on the week. Strength in other soap materials, some inquiries on the part of buyers and strong ideas on the part of sellers resulted in price quotations of 4½¢@4¾¢ New York.

CORN OIL—With offerings very light, the market continued in a nominal position but was called 9¼¢ New York, ¼¢ to ½¢ over the previous week's levels.

SOYA BEAN OIL—A little trading developed in this market at New York and a steady to firm tone prevailed, with the market quoted at 8¼¢.

PALM OIL—An improvement in demand at New York, brought about an advance of ¼¢ in this oil. Spot Nigre

was quoted at 4¼¢ New York, shipment Nigre 4.30¢ and Sumatra oil, December forward shipment, at 3¾¢.

PALM KERNEL OIL—The market was quiet but firmer with shipment oil quoted at 4.70¢ New York compared with 4¼¢ the previous week.

OLIVE OIL FOOTS—A fair demand, and steady tone featured this market at New York but prices were unchanged. Spot foots were quoted at 8¢, shipment at 7¼¢. While the olive oil market strengthened owing to unsettled political conditions in Spain, the market for foots did not appear to have been influenced although some difficulty was reported in getting cable offerings.

PEANUT OIL—Market quiet at New York and unchanged at 8¾¢.

ARGENTINE VEGETABLE OILS

Production of vegetable oils in Argentina has risen steadily during the past 6 years to total 128,910,000 lbs. in 1935. This was more than double the amount produced in 1930. Cottonseed and peanut oils, both of which are important products of the United States, are the oils made in the largest volume in Argentina. Production of cottonseed oil totaled 34,694,000 lbs. in 1935, an increase of 29 per cent over 1934.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., July 23, 1936.—Cotton oil fluctuations the past week were minor but numerous. Crude was steady at 8½¢ lb. bid; 8¾¢ lb. asked, f.o.b., mills. Bleachable firm at 9¼¢ @ 9½¢ lb. c.a.f., sundry destinations, with some sales and numerous enquiries for round lots. Crop spotted and late. July consumption likely to prove liberal. Reduced carryover August first will be seriously lessened by September fiftenth.

Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., July 23, 1936.—Crude cottonseed oil, 8¼¢ lb. Valley; cottonseed meal, \$32.00@32.50 f.o.b. Memphis. Prompt shipment.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, July 23, 1936.—Forty-three per cent cotton seed cake and meal, basis, Little Rock, for interstate shipment, \$33.00. Prime cottonseed oil, 8½¢@8¾¢.

COTTON OIL TRADING

COTTONSEED OIL—Crude oil Southeast and Valley 8½¢@8¾¢ nominal; Texas 8¼¢ nominal.

Market transactions at New York:

Friday, July 17, 1936.

	Sales.	Range—		Closing—	
		High.	Low.	Bid.	Asked.
Spot				a	
July	4	985	985	976 a	985
Aug.				975 a	nom
Sept.	4	990	980	977 a	980
Oct.	19	986	975	975 a	trad
Nov.				970 a	nom
Dec.	25	983	971	972 a	71tr
Jan.	7	982	975	967 a	969
Feb.				968 a	nom

Saturday, July 18, 1936.

Spot				a	
July				960 a	980
Aug.				965 a	nom
Sept.	2	965	965	965 a	trad
Oct.	4	968	961	963 a	966
Nov.				960 a	nom
Dec.	17	965	957	955 a	960
Jan.	6	958	955	954 a	958
Feb.				955 a	nom

Monday, July 20, 1936.

Spot				a	
July				975 a	990
Aug.				970 a	nom
Sept.	11	968	960	978 a	982
Oct.	8	977	956	975 a	979
Nov.				970 a	nom
Dec.	12	972	955	970 a	974
Jan.				969 a	972
Feb.				970 a	nom

Tuesday, July 21, 1936.

Spot				a	
July	3	985	980	980 a	trad
Aug.				970 a	nom
Sept.	4	983	982	980 a	985
Oct.	7	984	975	977 a	980
Nov.				970 a	nom
Dec.	14	975	969	971 a	trad
Jan.				969 a	970
Feb.				970 a	nom

Wednesday, July 22, 1936.

Spot				a	
July	1	980	980	978 a	990
Aug.				970 a	bid
Sept.	13	980	975	975 a	976
Oct.	6	976	963	971 a	974
Nov.				965 a	nom
Dec.	17	968	954	968 a	67tr
Jan.				965 a	970
Feb.				965 a	nom

Thursday, July 23, 1936

July				975 a	985
Sept.		975	971	971 a	trad
Oct.		978	971	968 a	972
Dec.		971	965	963 a	965
Jan.		969	964	962 a	965

(See page 38 for later markets.)

Week ending July 25, 1936

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef		Week ended	Cor. week,
		July 22, 1936.	1935
Prime native steers—	15 1/2	@16 1/2	18 @19
400-600	14 1/2	@15 1/2	18 @19
600-800	14	@14 1/2	18 @19
800-1000	13	@13 1/2	18 @19
Good native steers—	14 1/2	@15 1/2	16 @17
400-600	13 1/2	@14 1/2	16 1/2 @17 1/2
600-800	13	@14	16 1/2 @17
800-1000	12 1/2	@13 1/2	16 1/2 @17
Medium steers—	13 1/2	@14 1/2	14 1/2 @15 1/2
400-600	13	@14	14 1/2 @15 1/2
600-800	12 1/2	@13 1/2	16 @16 1/2
800-1000	12	@13	16 @16 1/2
Heifers, good, 400-600—	14	@15	14 1/2 @15 1/2
Cows, 400-600	9	@10	9 1/2 @12 1/2
Hind quarters, choice—	19 1/2	@19 1/2	@22 1/2
Fore quarters, choice—	11 1/2	@11 1/2	@14 1/2

Beef Cuts

Steer loins, prime—	@29	unquoted
Steer loins, No. 1—	@26	@30
Steer loins, No. 2—	@23	unquoted
Steer short loins, prime—	@41	@48
Steer short loins, No. 1—	@27	@37
Steer short loins, No. 2—	@21	@23
Steer loin ends (hips)—	@20	@22
Cow loins—	@19	@20
Cow short loins—	@15	@17
Cow loin ends (hips)—	@19	unquoted
Steer ribs, prime—	@18	@23
Steer ribs, No. 1—	@18	@22
Steer ribs, No. 2—	@11 1/2	@16
Cow ribs, No. 1—	@10	@11
Cow ribs, No. 2—	@15 1/2	unquoted
Steer rounds, No. 1—	@15	@16 1/2
Steer rounds, No. 2—	@14 1/2	@16
Steer chucks, prime—	@10	unquoted
Steer chucks, No. 1—	@10	@12 1/2
Steer chucks, No. 2—	@9 1/2	@11
Cow rounds—	@13	@13 1/2
Cow chucks—	@12	@13
Steer plates—	@8 1/2	@12
Medium plates—	@8	@12
Briskets, No. 1—	@11 1/2	@16 1/2
Steer navel ends—	@7 1/2	@10
Cow navel ends—	@7	@8 1/2
Fore shanks—	@6	@7
Hind shanks—	@6	@7
Strip loins, No. 1, bbls.—	@45	@60
Strip loins, No. 2—	@35	@50
Sirloin butts, No. 1—	@24	@29
Sirloin butts, No. 2—	@19	@22
Beef tenderloins, No. 1—	@50	@70
Beef tenderloins, No. 2—	@45	@50
Rump butts—	@12	@14 1/2
Flank steaks—	@18	@22
Shoulder clods—	@13	@18
Hanging tenderloins—	@12	@13
Insides, green, 6@8 lbs.—	@15	@14 1/2
Knuckles, green, 5@6 lbs.—	@15	@14 1/2
Knuckles, green, 5@6 lbs.—	@15 1/2	@14 1/2

Beef Products

Brains (per lb.)—	@5	@5
Hearts—	@10	@10
Tongues—	@18	@21
Sweetbreads—	@15	@25
Ox-tail, per lb.—	@8	@10
Fresh tripe, plain—	@9	@10
Fresh tripe, H. C.—	@11 1/2	@12 1/2
Livers—	@18	@16
Kidneys, per lb.—	@10	@10 1/2

Veal

Choice carcass—	13@14	13@14
Good carcass—	11@12	12@13
Good saddles—	10@11	15@16
Good racks—	10@12	9@11
Medium racks—	8@9	9@9

Veal Products

Brains, each—	@9 1/2	@10
Sweetbreads—	@35	@30
Calf livers—	@35	@38

Lamb

Choice lambs—	@21	@15
Medium lambs—	@19	@13
Choice saddles—	@24	@17
Medium saddles—	@20	@15
Choice fores—	@16	@13
Medium fores—	@15	@11
Lamb fries, per lb.—	@32	@32
Lamb tongues, per lb.—	@15	@15
Lamb kidneys, per lb.—	@20	@20

Mutton

Heavy sheep—	@6	@5
Light sheep—	@10	@9
Heavy saddles—	@8	@8
Light saddles—	@12	@11
Heavy fores—	@4	@4
Light fores—	@8	@5
Mutton legs—	@10	@10
Mutton loins—	@10	@8
Mutton stew—	@6	@4
Sheep tongues, per lb.—	@12 1/2	@12 1/2
Sheep heads, each—	@10	@10

Fresh Pork and Pork Products

Pork loins, 8@10 lbs. av.—	@23	@27
Picnics—	@16 1/2	@18
Skinless shoulders—	@16	@19 1/2
Tenderloins—	@30	@34
Spare ribs—	@12	@16
Back fat—	@12	@15 1/2
Boston butts—	@20 1/2	@25
Boneless butts, cellar trim, 2@4—	@28	@30
Hocks—	@10	@11
Tails—	@9	@11 1/2
Neck bones—	@3 1/2	@7 1/2
Slip bones—	@13	@13
Blade bones—	@12 1/2	@14
Pigs' feet—	@4	@5
Kidneys, per lb.—	@9	@11
Livers—	@8	@14
Brains—	@12	@10
Ears—	@4	@5
Snouts—	@6	@10
Heads—	@7	@8 1/2
Chitterlings—	@5	@6

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons—	@25	@29
Country style sausage, fresh in link—	@20 1/2	@21 1/2
Country style sausage, smoked—	@22 1/2	@23 1/2
Frankfurters, in sheep casings—	@23 1/2	@24 1/2
Frankfurters, in hog casings—	@21 1/2	@22 1/2
Bologna in beef middles, choice—	@18 1/2	@19 1/2
Liver sausage in beef rounds—	@19 1/2	@20 1/2
Liver sausage in hog bungs—	@19 1/2	@20 1/2
Smoked liver sausage in hog bungs—	@19 1/2	@20 1/2
Head cheese—	@17 1/2	@18 1/2
New England luncheon specialty—	@23 1/2	@24 1/2
Mixed luncheon specialty, choice—	@19 1/2	@20 1/2
Tongue sausage—	@28	@29
Blood sausage—	@17	@18
Souse—	@18	@19
Polish sausage—	@23 1/2	@24 1/2

DRY SAUSAGE

Cervelat, choice, in hog bungs—	@39	@40 1/2
Thuringer cervelat—	@19	@20
Farmer—	@26	@27
Holsteiner—	@25	@26
B. C. salami, choice—	@35	@36
Milano salami, choice, in hog bungs—	@41	@42
B. C. salami, new condition—	@21	@22
Prussian choice, in hog middles—	@37	@38
Genoa style salami, choice—	@44	@45
Pepperoni—	@50	@51
Mortadella, new condition—	@22	@23
Capicola—	@22	@23
Italian style hams—	@13	@14
Virginia hams—	@14 1/2	@15 1/2

SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings—	10 1/2 @11	16 1/2 @17
Special lean pork trimmings—	16 1/2 @17	17 1/2 @18
Extra lean pork trimmings—	11 @11 1/2	11 @11 1/2
Pork cheek meat—	7 @7 1/2	8 @8 1/2
Pork hearts—	7 @7 1/2	8 @8 1/2
Pork livers—	8 @8 1/2	9 @9 1/2
Native boneless bull meat (heavy)—	@12	@13
Shank meat—	@9 1/2	@10 1/2
Boneless chucks—	9 1/2 @9 1/2	10 1/2 @10 1/2
Beef trimmings—	8 1/2 @8 1/2	9 @9
Beef cheeks (trimming)—	@8 1/2	@9
Dressed canners, 350 lbs. and up—	@7 1/2	@8
Dressed cutter cows, 400 lbs. and up—	@7 1/2	@8
Dr. Bologna bulls, 600 lbs. and up—	@9	@10
Pork tongues, canner trim, S. P.—	@12 1/2	@13

SAUSAGE IN OIL

Bologna style sausage, in beef rounds—		
Small tins, 2 to crate—	\$6.50	
Frankfurt style sausage, in sheep casings—		
Small tins, 2 to crate—	\$7.50	
Smoked link sausage, in hog casings—		
Small tins, 2 to crate—	\$6.75	

BARRELED PORK AND BEEF

Meas pork, regular—	@28.00
Family back pork, 24 to 34 pieces—	@29.00
Family back pork, 35 to 45 pieces—	@28.00
Clear back pork, 40 to 50 pieces—	@24.50
Clear plate pork, 25 to 35 pieces—	@21.00
Bean pork—	@26.00
Brisket pork—	@30.00
Plate beef—	@18.50
Extra plate beef, 200-lb. bbls.—	@19.00

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.—	\$19.50
Lamb tongue, short cut, 200-lb. bbl.—	\$1.50
Regular tripe, 200-lb. bbl.—	\$1.00
Honeycomb tripe, 200-lb. bbl.—	\$2.00
Pocket honeycomb tripe, 200-lb. bbl.—	\$2.50

DRY SALT MEATS

Clear bellies, 14@16 lbs.—	@13 1/2
Clear bellies, 18@20 lbs.—	@13 1/2
Rib bellies, 25@30 lbs.—	@12 1/2
Fat backs, 10@12 lbs.—	@10 1/2
Fat backs, 14@16 lbs.—	@10 1/2
Regular plates—	@10 1/2
Jowl butts—	@11 1/2

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper—	26 1/2 @27
Fancy skd. hams, 14@16 lbs., parchment paper—	27 1/2 @28 1/2
Standard reg. hams, 14@16 lbs., plain—	25 1/2 @26 1/2
Picnics, 4@8 lbs., short shank, plain—	19 @20
Picnics, 4@8 lbs., long shank, plain—	18 @19
Fancy bacon, 6@8 lbs., parchment paper—	23 @24
Standard bacon, 6@8 lbs., plain—	26 @27
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs.—	30 @31
Outsides, 5@9 lbs.—	27 @28
Knuckles, 5@9 lbs.—	28 @29
Cooked hams, choice, skin on, fattened—	@42 1/2
Cooked hams, choice, skinless, fattened—	@44 1/2
Cooked picnics, skin on, fattened—	@27 1/2
Cooked picnics, skinless, fattened—	@28 1/2
Cooked loin roll, smoked—	@48

LARD

Prime steam, cash, Bd. Trade—	@10.95b
Prime steam, loose, Bd. Trade—	@10.40
Refined lard, tierces, f.o.b. Chgo.—	@11 1/2
Kettle rend., tierces, f.o.b. Chgo.—	@12 1/2
Leaf, kettle rendered, tierces, f.o.b. Chicago—	@12 1/2
Neutral, in tierces, f.o.b. Chicago—	@12 1/2
Compound, veg., tierces, c.a.f.—	@12 1/2

OLEO OIL AND STEARINE

Extra oleo oil—	9 @9 1/2
Prime No. 2 oleo oil—	8 1/2 @8 3/4
Prime oleo stearine, edible—	9 @9 1/2

TALLOW AND GREASES

Edible tallow—	8 @8 1/2
Prime packers' tallow—	6 1/2 @6 3/4
No. 1 tallow, 10% f.a.—	5 1/2 @6
Special tallow—	6 @6 1/4
Choice white grease—	6 1/2 @6 3/4
A-White grease, maximum 4% acid—	6 @6 1/4
B-White grease, maximum 5% acid—	5 1/2 @6
Yellow grease, 10@15%—	5 1/2 @6
Brown grease, 40% f.a.—	5 1/2 @6

ANIMAL OILS

Prime Edible—	@13 1/2
Prime Inedible—	@12
Headlight Burning Oil—	@12
Prime W. S.—	@11 1/2
Extra W. S.—	@11 1/2
Extra Lard Oil—	@10 1/2
Extra No. 1—	@9 1/2
No. 1 Lard Oil—	@9 1/2
No. 2 Lard Oil—	@9 1/2
Acid Tallow—	@9 1/2
20° Neatsfoot—	@16 1/2
Pure Neatsfoot (drums)—	@12
Special Neatsfoot—	@11
Extra Neatsfoot—	@10
No. 1 Neatsfoot—	@9 1/2
Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.	

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b. Valley points, prompt—	8 1/2 @8 3/4
White deodorized, in bbls., f.o.b. Chgo.—	10 1/2 @10 3/4
Yellow, deodorized—	10 1/2 @10 3/4
Soybean oil, 50% f.a. f.o.b. mills—	1 1/2 @1 3/4
Soya bean oil, f.o.b. mills—	@8
Corn oil, in tanks, f.o.b. mills—	9 1/2 @9 3/4
Cocoonut oil, seller's tanks, f.o.b. coast. 4%—	4 1/2 @4 3/4
Refined in bbls., f.o.b. Chicago—	11 1/2 @11 3/4

OLEOMARGARINE

(F. O. B. CHICAGO.)

White domestic vegetable margarine—	@14 1/2
White animal fat margarine, in 1 lb. cartons, rolls or prints—	@14
Nut, 1-lb. cartons—	@11
Puff paste—	@13

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET
CHICAGO, ILL.

CURING MATERIALS

	Cwt.	Sacks.
Nitrite of soda (Chgo. w'hae. stock):		
1 to 4 bbls. delivered in Chicago.....	\$9.40	
5 or more bbls. delivered in Chicago.....	9.25	
Saltpeter, 1 to 4 bbls. f.o.b. N. Y.:		
Dbl. refined granulated.....	8.25	6.15
Small crystals.....	7.25	7.15
Medium crystals.....	7.62½	7.50
Large crystals.....	8.00	7.75
Dbl. refd. gran. nitrate of soda.....	3.62½	3.25
Salt, per ton, in minimum car of \$0,000		
lbs. only, f.o.b. Chicago:		
Granulated.....	\$ 6.096	
Medium, air dried.....	9.496	
Medium, kiln dried.....	10.996	
Rock.....	6.782	
Sugar—		
Raw, 96 basis, f.o.b. New Orleans.....	@3.70	
Second sugar, 90 basis.....	None	
Standard gran., f.o.b. refiners (2½%)	@4.75	
Packers' curing sugar, 100 lb. bags,		
f.o.b. Reserve, La., less 2½%.....	@4.25	
Packers' curing sugar, 250 lb. bags,		
f.o.b. Reserve, La., less 2½%.....	@4.15	

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice Prime.....	17	19
Resifted.....	17	18½
Chili Pepper, Fancy.....	24	24
Chili Powder, Fancy.....	23	23
Cloves, Amboyana.....	22	26
Madagascar.....	16½	19½
Zanzibar.....	16	19
Ginger, Jamaica.....	17	19½
African.....	14½	16
Mace, Fancy Banda.....	65	70
East India.....	60	65
E. I. & W. I. Blend.....	57	62
Mustard Flour, Fancy.....	22½	24
No. 1.....	15	15
Nutmeg, Fancy Banda.....	23	23
East India.....	19	19
E. I. & W. I. Blend.....	17½	17½
Paprika, Extra Fancy.....	24	24
Fancy.....	22½	22½
Hungarian.....	27½	27½
Paprika Sweet Red Pepper.....	26½	26½
Pimlexo (220-lb. bbls.).....	27½	27½
Pepper, Cayenne.....	21	21
Red Pepper, No. 1.....	12	12
Pepper, Black Aleppy.....	10½	12
Black Lampung.....	6	8
Black Tellicherry.....	11½	13
White Java Mundok.....	12	13½
White Singsu.....	11½	13
White Packers.....	13	13

SEEDS AND HERBS

	Whole.	Ground for Sausage.
Caraway Seed.....	10½	12½
Celery Seed, French.....	13½	16
Cominos Seed.....	13½	16
Coriander Morocco Bleached.....	9½	10
Coriander Morocco Natural No. 1.....	8	10
Mustard Seed, Cal. Yellow.....	8½	10½
American.....	7½	9½
Marjoram.....	23	27
Oregano.....	11	14
Sage, Dalmation Fancy.....	9½	11½
Dalmation No. 1, Fancy.....	9	10½

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack.....	@18
Domestic rounds, 140 pack.....	@28
Export rounds, wide.....	@36
Export rounds, medium.....	@22
Export rounds, narrow.....	@20
No. 1 weasands.....	@4
No. 2 weasands.....	@2
No. 1 bungs.....	@10
No. 2 bungs.....	@6
Middles, regular.....	@30
Middles, select, wide, 2@24 in	@40
Middles, select, extra wide 2½ in	
and over.....	@65
Dried bladders:	
12-15 in. wide, flat.....	75
10-12 in. wide, flat.....	65
8-10 in. wide, flat.....	50
6-8 in. wide, flat.....	30
Hog casings:	
Narrow, per 100 yds.....	2.25
Narrow, special, per 100 yds.....	2.15
Medium, regular.....	2.60
Wide, per 100 yds.....	1.25
Extra wide, per 100 yds.....	1.25
Export bungs.....	25
Large prime bungs.....	19
Medium prime bungs.....	13½
Small prime bungs.....	10½
Middles, per set.....	15
Stomachs.....	.08

COOPERAGE

Ash pork barrels, black hoops.....	\$1.40 @1.42½
Ash pork barrels, galv. hoops.....	1.47½ @1.50
Oak pork barrels, black hoops.....	1.30 @1.32½
Oak pork barrels, galv. hoops.....	1.37½ @1.40
White oak ham tierces.....	2.27½ @2.30
Red oak ham tierces.....	2.02½ @2.05
White oak lard tierces.....	2.12½ @2.15

Week ending July 25, 1936

NEW YORK MARKET PRICES

LIVE CATTLE

Steers.....	\$	nom.
Cows, low cutter and cutter.....	3.25 @	4.50
Bulls, sausage.....	5.00 @	6.50

LIVE CALVES

Vealers, top.....	\$	@ 9.50
Vealers, medium and good.....	7.00 @	8.50
Vealers, plain.....	5.00 @	5.50

LIVE LAMBS

Lambs, choice.....	@ 11.00
Lambs, good.....	@ 10.50
Lambs, medium.....	9.00 @ 10.00
Ewes.....	2.50 @ 4.00

LIVE HOGS

Hogs, better grade.....	@ 10.90
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DRESSED BEEF

City Dressed.

Choice, native, heavy.....	13½ @ 14
Choice, native, light.....	13½ @ 14
Native, common to fair.....	12½ @ 13

Western Dressed Beef.

Native steers, 600@800 lbs.....	13 @ 14
Native choice yearlings, 400@600 lbs.....	13 @ 14
Good to choice heifers.....	12 @ 12½
Good to choice cows.....	10 @ 11
Common to fair cows.....	9 @ 9½
Fresh bologna bulls.....	@ 11½

BEEF CUTS

	Western.	City.
No. 1 ribs.....	@ 21	19 @ 22
No. 2 ribs.....	@ 19	17 @ 18
No. 3 ribs.....	@ 16	@ 16
No. 1 loins.....	@ 30	25 @ 30
No. 2 loins.....	@ 27	22 @ 24
No. 3 loins.....	@ 23	20 @ 21
No. 1 hinds and ribs.....	@ 17	17 @ 20
No. 2 hinds and ribs.....	@ 16	16 @ 16½
No. 1 rounds.....	@ 14	14 @ 14½
No. 2 rounds.....	@ 12	@ 13½
No. 3 rounds.....	@ 12	12½ @ 13
No. 1 chucks.....	@ 10	@ 11
No. 2 chucks.....	@ 9	@ 10
No. 3 chucks.....	@ 8	@ 9
Bolognas.....	11	@ 12
Rolls, reg. 6@8 lbs. av.....	23	@ 25
Rolls, reg. 4@6 lbs. av.....	18	@ 20
Tenderloins, 4@6 lbs. av.....	50	@ 60
Tenderloins, 5@6 lbs. av.....	50	@ 60
Shoulder clods.....	12	@ 14

DRESSED VEAL

Good.....	12 @ 13
Medium.....	10½ @ 12
Common.....	8 @ 10½

DRESSED SHEEP AND LAMBS

Lambs, prime to choice.....	21 @ 23
Lambs, good.....	19 @ 21
Lambs, medium.....	16 @ 19
Sheep, good.....	10 @ 12
Sheep, medium.....	7 @ 10

DRESSED HOGS

Hogs, good and choice (90-140 lbs.).....	\$16.00 @ \$17.00
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FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.....	19 @ 20
Pork tenderloins, fresh.....	30 @ 32
Pork tenderloins, frozen.....	28 @ 29
Shoulders, Western, 10@12 lbs. av.....	16 @ 17
Butts, boneless, Western.....	20 @ 21
Butts, regular, Western.....	19 @ 20
Hams, Western, fresh, 10@12 lbs. av.....	22 @ 23
Picnic hams, West, fresh, 6@8 lbs. av.....	16 @ 17
Pork trimmings, extra lean.....	20 @ 21
Pork trimmings, regular 50% lean.....	11 @ 11½
Spareribs.....	11 @ 12

SMOKED MEATS

Regular hams, 8@10 lbs. av.....	26½ @ 27½
Regular hams, 10@12 lbs. av.....	26½ @ 27½
Regular hams, 12@14 lbs. av.....	26 @ 27
Skinless hams, 10@12 lbs. av.....	28 @ 29
Skinless hams, 12@14 lbs. av.....	27½ @ 28½
Skinless hams, 14@16 lbs. av.....	27 @ 28
Picnics, 4@6 lbs. av.....	20 @ 21
Picnics, 6@8 lbs. av.....	19 @ 20
City pickled bellies, 8@12 lbs. av.....	22 @ 24
Bacon, boneless, Western.....	30 @ 31
Bacon, boneless, city.....	29 @ 30
Rollettes, 8@10 lbs. av.....	21½ @ 22½
Beef tongue, light.....	21 @ 22
Beef tongue, heavy.....	24 @ 25

FANCY MEATS

Fresh steer tongues, untrimmed.....	14c a pound
Fresh steer tongues, 1 c. trimmed.....	28c a pound
Sweetbreads, beef.....	35c a pound
Sweetbreads, veal.....	70c a pair
Beef kidneys.....	12c a pound
Mutton kidneys.....	4c each
Livers, beef.....	29c a pound
Oxtails.....	14c a pound
Beef hanging tenders.....	23c a pound
Lamb fries.....	12c a pair

BUTCHERS' FAT

Shop fat.....	@ 2.00 per cwt.
Breast fat.....	@ 2.50 per cwt.
Edible suet.....	@ 4.00 per cwt.
Inedible suet.....	@ 3.00 per cwt.

GREEN CALFSKINS

	5-9 9½-12½	12½-14	14-18	18 up
Prime No. 1 veals.....	17	1.85	1.90	2.10
Prime No. 2 veals.....	16	1.65	1.70	1.80
Buttermilk No. 1.....	14	1.55	1.60	1.65
Buttermilk No. 2.....	13	1.40	1.45	1.50
Branded grubby.....	7	.70	.75	.85
Number 3.....	7	.70	.75	.85

BONES AND HOOFES

	Per ton.
Round shins, heavy.....	\$75.00
Light.....	60.00
Flat shins, heavy.....	60.00
Light.....	55.00
White hoofs.....	75.00
Black and striped hoofs.....	40.00

PRODUCE MARKETS

BUTTER.

	Chicago.	New York.
Creamery (92 score).....	33 @ 33½	@ 34
Creamery (90-91 score).....	31½ @ 32	
Creamery firsts (88-89 score).....	32 @ 32½	

EGGS.

Extra firsts.....	21 @ 21½
Firsts, fresh.....	20½ @ 21½
Standards.....	@ 22½

LIVE POULTRY.

Fowls.....	12 @ 18½	16 @ 22
Broilers.....	16½ @ 19	17 @ 24
Fryers.....	18 @ 22	
Chickens, spring.....	22 @ 25½	
Turkeys.....	15 @ 16	13 @ 20
Ducks.....	9 @ 13	10 @ 13
Geese.....	9 @ 13	8 @ 10

DRESSED POULTRY.

Fryers, 36-42, frozen.....	@ 24	@ 25½
Roasters, 43-54, frozen.....	@ 26½	@ 28
Roasters, 55 & up, frozen.....	@ 27½	@ 31½
Fowls, 31-47, fresh.....	18 @ 19	19 @ 20
48-59, fresh.....	21 @ 23	20 @ 22½
60 and up, fresh.....	@ 24½	@ 25

BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended July 16, 1936:

	July 10.	11.	13.	14.	15.	16.
Chicago.....	34	34	33½	33½	33½	33½
New York.....	33½	33½	34	33½	33½	34
Boston.....	34	34	34	34	34	34½
Phila.....	34½	34½	34½	34	34	34½
San Fran.....	35½	35½	36	36	36	36

Wholesale prices carlots—fresh centralized—90 score at Chicago:

	33½	33½	33½	33½	33½
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1, 1935.
Chicago.....	46,081	54,521	66,489	1,832,736
N. Y.....	49,560	62,435	60,238	1,955,440
Boston.....	18,582	18,983	20,324	668,063
Phila.....	15,891	19,425	20,702	605,676

Total 130,114 155,364 167,753 5,061,915 5,168,646

Cold storage movement (lbs.):

	In July 16.	Out July 16.	On hand July 17.	Same week day last year.
Chicago.....	386,787	77,530	21,331,575	36,298,355
New York.....	157,117	75,253	10,203,405	16,781,185
Boston.....	5,600	18,996	4,075,563	5,544,688
Phila.....	62,700	121,805	2,592,802	4,660,080
Total ..	612,204	291,566	38,203,345	63,284,308

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were moderately active and firm during latter part of the week in a mixed trade which again followed corn and hogs. The corn situation is still acute. Top hogs at Chicago, \$11.00.

Cottonseed Oil

Cotton oil was a little more active and rather firm on scattered buying influenced by lard and corn. Profit taking and hedge selling furnished the bulk of the pressure. Oklahoma still without rain and parts of Eastern Belt complaining of too much moisture.

Quotations on bleachable cottonseed oil at close of market on Friday were: July, \$9.85 bid; Sept. \$9.73@9.76; Oct., \$9.70@9.72; Dec., \$9.68@9.69 sales; Jan., \$9.63@9.65. Tone steady; sales 32 lots.

Tallow

Tallow, extra, 6½c lb., f.o.b. bid.

Stearine

Stearine, 10¼c sales.

Friday's Lard Markets

New York, July 24, 1936.—Prices are for export. Lard, prime western, \$11.20 @11.30; middle western, \$11.10@11.20; city, 10½c; refined Continent, 11½c @11½c; South American, 11½@11½c; Brazil kegs, 11½@11½c; compound, 12c in carlots.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to July 24, 1936, show exports from that country were as follows: To the United Kingdom, 118,816 quarters; to the Continent, none. Last week to the United Kingdom 91,319 quarters; to the Continent, 28,347.

ARGENTINE TALLOW EXPORTS

United States has imported a smaller volume of unrefined tallow from the Argentine during recent months than in the like period of 1935. No Argentine tallow was imported in April against 12,633,000 lbs. in 1935. Argentina's export trade in tallow declined generally during the first 4 months of 1936, totaling only 22,743,000 lbs., compared with 54,805,000 lbs. during the like period in 1935.

MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended July 22, totaled 131,300 lbs. of lard, 240,000 lbs. of bacon.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, July 23, 1936.—General provision market very poor; no demand for hams; very poor demand for pure lard.

Friday's prices were: Hams, American cut, 95s; hams, long cut, 98s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 74s; Wiltshires, unquoted; Cumberlands, 69s; Canadian Wiltshires, 80s; Canadian Cumberlands, 70s; spot lard, 54s 6d.

Watch the Classified Advertisements page for bargains in equipment.

CUBA BUYS MORE U. S. LARD

American lard is regaining ground lost in the Cuban market in recent months, according to the U. S. Department of Commerce. Cuban imports of lard in May totaled 2,713,671 lbs. compared with 2,120,780 lbs. in preceding month. The May figure was the highest recorded for any month this year. Imports of American lard into Cuba in first five months of 1936 aggregated 11,302,263 lbs. against 12,965,254 lbs. in corresponding period of 1935.

Cuban distributors are anticipating a steady advance in trade and the consensus of opinion is that 1936 volume will exceed that of 1935. This is on assumption that favorable prices will prevail in the United States as forecast by market reports. Gradual increase in Cuban consumption of American lard is curtailing sales of mixed and compound shortenings.

JUNE FRESH MEAT PRICES COMPARED

New York

Wholesale fresh meat prices for June, 1936, with comparisons.

	June, 1936.	May, 1936.	June, 1935.
BEEF.			
Steer—			
300-500 lbs., Choice	\$13.68	\$13.55	\$17.16
Good	12.85	12.49	15.46
Medium	12.08	11.51	13.49
Common	.....	.....	11.88
500-600 lbs., Prime	14.25	.....	.....
Choice	13.68	13.55	17.31
Good	12.85	12.50	15.65
Medium	12.08	11.52	13.58
Common	.....	.....	11.99
600-700 lbs., Prime	13.75	.....	.....
Choice	13.32	13.61	17.61
Good	12.51	12.52	15.99
Medium	11.75	11.58	14.18
700 lbs. up, Prime	13.75	.....	.....
Choice	13.20	13.62	17.95
Good	12.39	12.62	16.28
Good	11.52	11.20	13.65
Medium	10.99	10.45	12.10
Common	10.48	9.80	10.56
Cow—			
Choice	16.15	16.19	15.15
Good	14.70	14.69	13.72
Medium	13.08	13.06	12.31
Common	12.60	11.92	11.15
Calf—			
Good	13.62	.....	12.14
Medium	12.12	.....	10.80
Common	11.03	.....	9.70
1Skin on.			

VEAL AND CALF CARCASSES.

Veal—	Choice	16.15	16.19	15.15
	Good	14.70	14.69	13.72
	Medium	13.08	13.06	12.31
	Common	12.60	11.92	11.15
Calf—	Good	13.62	.....	12.14
	Medium	12.12	.....	10.80
	Common	11.03	.....	9.70

LAMB AND MUTTON.

Spring lamb—	Choice	23.15	23.89	17.85
	Good	21.80	20.29	16.85
	Medium	19.65	21.00	15.80
	Common	17.35	19.29	.....

Lamb—	Choice	22.15	.....	.....
38 lbs. down—	Good	21.26	.....	.....
	Medium	19.68	.....	.....
	Common	17.88	.....	.....
39-45 lbs., Choice	21.74	.....	.....	.....
	Good	20.88	.....	.....
	Medium	19.36	.....	.....
	Common	21.00	.....	.....
46-55 lbs., Choice	20.03	.....	.....	.....
	Good	20.03	.....	.....

Yearling—	Choice	20.35	.....	15.69
40-55 lbs., Good	18.88	.....	14.71	.....
	Medium	16.90	.....	13.71

Mutton (ewe) 70 lbs. down:	Good	10.75	10.95	8.42
	Medium	9.90	9.59	7.31
	Common	7.25	8.38	6.28

FRESH PORK.

Hams, 10-14 lbs. av.	21.48	20.31	21.00
Loins, 8-10 lbs. av.	21.99	20.69	23.28
10-12 lbs. av.	21.38	20.35	22.81
12-15 lbs. av.	20.92	19.35	21.42
16-22 lbs. av.	18.12	18.11	19.79
Shoulders, N. Y. style, skinned, 8-12 lbs. av.	16.59	16.00	18.32
Picnics, 6-8 lbs. av.	.....	.....	.....
Butts, Boston style, 4-8 lbs. av.	19.71	19.18	21.86
Spareribs, half sheet.	12.06	12.39	13.81

Chicago

Wholesale fresh meat prices for June, 1936, with comparisons:

	June, 1936.	May, 1936.	June, 1935.
BEEF.			
Steer—			
300-500 lbs., Choice	\$13.50	\$13.30	\$17.15
Good	12.50	12.28	15.81
Medium	11.75	11.43	13.54
Common	11.24	10.85	11.60
500-600 lbs., Prime	.....	.....	.....
Choice	13.13	13.30	17.40
Good	12.34	12.28	15.81
Medium	11.75	11.43	13.78
Common	11.24	10.85	12.03
600-700 lbs., Prime	.....	.....	.....
Choice	12.46	13.18	17.42
Good	11.80	12.15	16.08
Medium	11.25	11.18	14.48
700 lbs. up, Prime	.....	.....	.....
Choice	12.46	13.18	17.64
Good	11.80	12.18	16.30
Good	11.19	11.90	13.45
Medium	10.62	10.38	11.84
Common	10.12	9.88	10.02
Cow—			
Choice	14.40	14.72	14.08
Good	13.40	13.56	13.08
Medium	12.35	12.85	12.01
Common	11.35	11.19	10.82
Calf—			
Good	.....	.....	.....
Medium	.....	.....	.....
Common	.....	.....	.....
1Skin on.			

VEAL AND CALF CARCASSES.

Veal—	Choice	14.40	14.72	14.08
	Good	13.40	13.56	13.08
	Medium	12.35	12.85	12.01
	Common	11.35	11.19	10.82
Calf—	Good	.....	.....	.....
	Medium	.....	.....	.....
	Common	.....	.....	.....

LAMB AND MUTTON.

Spring lamb—	Choice	22.90	22.25	17.05
	Good	21.25	21.38	16.05
	Medium	19.15	19.96	14.95
	Common	16.75	18.71	.....

Lamb—	Choice	21.12	.....	.....
38 lbs. down—	Good	20.48	.....	.....
	Medium	19.00	.....	.....
	Common	17.32	.....	.....
39-45 lbs., Choice	20.70	.....	.....	.....
	Good	19.92	.....	.....
	Medium	13.49	.....	.....
	Common	21.00	.....	.....
46-55 lbs., Choice	18.98	.....	.....	.....
	Good	18.80	.....	.....

Yearling—	Choice	19.78	.....	15.46
40-55 lbs., Good	18.35	.....	14.42	.....
	Medium	16.35	.....	13.32

Mutton (ewe) 70 lbs. down:	Good	9.50	10.85	10.05
	Medium	8.10	9.85	9.05
	Common	6.70	8.85	8.05

FRESH PORK.

Hams, 10-14 lbs. av.	20.66	18.68	18.88
Loins, 8-10 lbs. av.	20.92	20.04	23.09
10-12 lbs. av.	20.30	19.56	22.19
12-15 lbs. av.	18.56	18.75	20.81
16-22 lbs. av.	17.08	17.41	18.53
Shoulders, N. Y. style, skinned, 8-12 lbs. av.	14.80	15.08	17.78
Picnics, 6-8 lbs. av.	.....	.....	.....
Butts, Boston style, 4-8 lbs. av.	18.64	18.25	21.79
Spareribs, half sheet.	11.02	12.08	13.13

LIVE STOCK MARKETS ★

WEEKLY REVIEW

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, July 23, 1936, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded).	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. wt., 140-160 lbs.,					
Good-choice	\$10.00@10.05	\$10.10@10.75	\$ 8.75@10.35	\$ 9.85@10.55	\$ 9.85@10.75
Medium	9.50@10.40	9.75@10.60	8.25@ 9.75	9.00@10.00	9.00@10.45
Lt. wt., 160-180 lbs.,					
Good-choice	10.40@11.00	10.80@11.00	9.75@10.55	10.40@10.65	10.45@10.75
Medium	9.90@10.75	10.25@10.85	9.25@10.45	9.85@10.50	9.85@10.50
Lt. wt., 180-200 lbs.,					
Good-choice	10.75@11.05	10.90@11.00	10.45@10.60	10.50@10.70	10.50@10.75
Medium	10.25@10.85	10.60@10.85	9.75@10.50	9.95@10.55	9.90@10.50
Med. wt.,					
200-220 lbs., gd-ch.	10.85@11.10	10.90@11.00	10.50@10.60	10.55@10.70	10.35@10.70
220-250 lbs., gd-ch.	10.65@11.10	10.75@11.00	10.40@10.60	10.50@10.70	10.00@10.60
Hvy. wt.,					
250-290 lbs., gd-ch.	10.25@10.95	10.20@10.90	10.00@10.50	10.00@10.55	9.35@10.25
290-350 lbs., gd-ch.	9.75@10.50	9.50@10.30	9.40@10.15	9.35@10.15	8.95@ 9.60
PACKING SOWS:					
275-350 lbs., good	8.75@ 9.60	8.65@ 9.00	8.65@ 8.85	8.75@ 9.10	8.50@ 8.70
350-425 lbs., good	8.40@ 9.15	8.35@ 8.85	8.60@ 8.80	8.50@ 8.75	8.10@ 8.60
425-550 lbs., good	8.00@ 8.75	8.10@ 8.65	8.40@ 8.75	8.25@ 8.50	7.85@ 8.20
275-550 lbs., medium	8.00@ 8.90	7.50@ 8.50	8.00@ 8.50	7.75@ 8.75	7.85@ 8.70
SLAUGHTER PIGS, 100-140 lbs.:					
Good-choice	9.60@10.25	8.15@10.25	8.25@ 9.50	9.00@10.10	9.25@10.35
Medium	9.25@10.00	7.75@10.10	7.50@ 8.75	8.40@ 9.75	.....
Slaughter Cattle, Calves and Vealers:					
STEERS, 530-900 lbs.,					
Choice	8.50@ 9.25	8.25@ 9.00	8.00@ 8.75	8.00@ 8.75	.....
Good	7.50@ 8.50	7.25@ 8.50	7.50@ 8.50	7.25@ 8.25	7.50@ 8.35
Medium	6.75@ 7.50	6.00@ 7.50	6.75@ 7.50	5.50@ 7.25	6.50@ 7.50
Common (plain)	5.25@ 6.75	5.00@ 6.25	5.00@ 6.75	4.75@ 5.50	5.00@ 6.50
STEERS, 900-1100 lbs.,					
Prime	9.00@ 9.75	.....	9.00@ 9.25	.....	.....
Choice	8.50@ 9.25	8.50@ 9.00	8.50@ 9.00	8.25@ 8.75	8.50@ 9.00
Good	7.50@ 8.75	7.50@ 8.50	7.50@ 8.50	7.25@ 8.25	7.35@ 8.50
Medium	6.75@ 7.75	6.25@ 7.50	6.75@ 7.50	5.50@ 7.25	6.50@ 7.35
Common (plain)	5.50@ 7.00	5.50@ 6.25	5.25@ 6.75	4.75@ 5.50	5.00@ 6.50
STEERS, 1100-1300 lbs.,					
Prime	9.25@10.00	.....	9.00@ 9.25	.....	.....
Choice	8.75@ 9.25	8.50@ 8.90	8.50@ 9.00	8.15@ 8.75	8.50@ 9.00
Good	7.75@ 8.75	7.50@ 8.50	7.50@ 8.50	7.25@ 8.25	7.35@ 8.50
Medium	6.75@ 7.75	6.25@ 7.50	6.75@ 7.50	5.50@ 7.25	6.35@ 7.35
STEERS, 1300-1500 lbs.,					
Prime	9.25@10.00	.....	.....	.....	.....
Choice	8.50@ 9.25	8.25@ 8.50	8.50@ 9.00	8.00@ 8.75	.....
Good	7.50@ 8.75	7.25@ 8.50	7.50@ 8.50	7.25@ 8.15	7.35@ 8.50
HEIFERS, 550-750 lbs.,					
Choice	8.25@ 8.75	8.00@ 8.75	7.75@ 8.50	8.25@ 8.75	8.00@ 8.50
Good	7.50@ 8.25	7.25@ 8.00	7.25@ 7.75	7.00@ 8.25	7.25@ 8.00
Common (plain), medium	4.50@ 7.50	4.50@ 7.25	4.00@ 7.25	3.75@ 7.00	4.50@ 7.25
HEIFERS, 750-900 lbs.,					
Good-choice	6.50@ 9.00	.....	7.25@ 8.50	6.75@ 8.65	7.25@ 8.50
Common (plain), medium	4.25@ 7.50	.....	4.00@ 7.25	3.75@ 7.00	4.50@ 7.25
COWS:					
Choice	6.25@ 7.00	.....	.....	.....	.....
Good	5.25@ 6.25	5.00@ 5.75	5.00@ 5.50	4.75@ 5.50	5.00@ 6.00
Common (plain), medium	4.50@ 5.25	4.25@ 5.00	4.00@ 5.00	3.85@ 4.75	4.00@ 5.00
Low cutter-cutter	3.25@ 4.50	2.75@ 4.25	3.00@ 4.25	2.75@ 3.85	3.00@ 4.15
BULLS (Yearlings excluded):					
Good (beef)	5.75@ 6.50	5.50@ 6.50	5.25@ 5.75	5.00@ 5.25	5.35@ 5.75
Cutter, com. (plain), med.	5.00@ 6.10	4.25@ 5.50	4.00@ 5.35	3.25@ 5.00	3.50@ 5.40
VEALERS:					
Good-choice	7.25@ 8.75	7.00@ 8.25	5.50@ 7.00	5.50@ 7.50	6.00@ 7.50
Medium	6.00@ 7.25	5.50@ 7.00	4.50@ 5.50	4.50@ 5.50	5.25@ 6.00
Call-common (plain)	4.50@ 5.50	3.75@ 5.50	3.00@ 4.50	3.50@ 4.50	3.00@ 5.25
CALVES, 250-500 lbs.,					
Good-choice	5.50@ 7.75	6.25@ 8.00	6.00@ 8.00	5.00@ 7.00	6.00@ 7.50
Common (plain), medium	3.75@ 5.50	3.75@ 6.25	3.25@ 6.00	3.25@ 5.00	3.50@ 6.00
LAMBS:					
Choice	10.25@10.75	10.25@10.75	9.25@ 9.75	9.50@10.00	9.50@10.00
Good	9.50@10.25	9.50@10.25	8.75@ 9.25	8.75@ 9.50	8.50@ 9.75
Medium	7.75@ 9.50	7.25@ 9.50	8.00@ 8.75	7.75@ 8.75	7.00@ 8.50
Common (plain)	6.00@ 7.75	5.00@ 7.25	6.00@ 8.00	6.00@ 7.75	6.00@ 7.25
YEARLING WETHERS:					
Good-choice	.....	7.25@ 8.00	7.00@ 8.00	7.00@ 7.75	6.75@ 7.50
Medium	.....	6.00@ 7.00	6.00@ 7.00	6.00@ 7.00	6.00@ 7.00
EWES:					
Good-choice	3.25@ 4.25	3.00@ 4.00	2.50@ 4.00	3.00@ 4.00	2.25@ 4.00
Common (plain), medium	1.75@ 3.25	1.50@ 3.00	1.25@ 2.50	1.75@ 3.00	1.25@ 2.75

CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., July 23, 1936—At 22 concentration points and 9 packing-houses in Iowa and Minnesota bulk of strictly good to choice 180 to 220-lb. truck deliveries \$10.25@10.45; moderately good hogs down to \$10.15. Long haul choice grades up to \$10.55 or above and rail deliveries to \$10.70 or above. Bulk 220 to 250-lb. hogs \$10.10@10.35; 250 to 290 lbs., \$9.60@10.15; 290 to 350 lbs., \$9.15@9.65; better grade 160 to 180 lbs., \$9.75@10.15, few \$10.25; 140 to 160 lbs., \$9.10@9.75. Good light and medium weight sows \$8.00@8.55, few \$8.60 or above; ear deliveries up to \$8.85. Truck lots of bigweights and rough kinds down to \$7.40 or below.

Receipts week ended July 23, 1936:

	This week.	Last week.
Friday, July 17.....	8,900	23,800
Saturday, July 18.....	13,700	18,500
Monday, July 20.....	31,400	38,000
Tuesday, July 21.....	13,100	14,800
Wednesday, July 22.....	15,500	15,200
Thursday, July 23.....	16,600	10,400

CANADIAN LIVESTOCK PRICES

BUTCHER STEERS.

Up to 1,050 lbs.

Top Prices	Week ended July 16.	Last week.	Same week 1935.
Toronto	\$ 5.75	\$ 6.15	\$ 6.55
Montreal	5.65	6.00	6.60
Winnipeg	5.25	5.50	6.00
Calgary	5.00	5.25	5.50
Edmonton	4.00	4.50	5.75
Prince Albert	4.25	4.00	4.00
Moose Jaw	4.50	4.75	5.25
Saskatoon	4.75	4.50	5.00

VEAL CALVES.

	\$ 8.00	\$ 8.00	\$ 7.15
Toronto	7.00	8.00	7.00
Montreal	5.25	5.50	4.50
Winnipeg	4.00	4.25	4.50
Calgary	4.50	4.50	3.50
Edmonton	3.75	4.00	3.00
Prince Albert	4.25	4.00	4.00
Moose Jaw	4.00	4.25	4.00

BACON HOGS.

	\$ 9.10	\$ 9.10	\$ 9.10
Toronto	9.75	9.50	9.00
Montreal (1)	9.00	8.75	8.25
Winnipeg (1)	8.50	8.15	8.00
Calgary	8.50	8.25	8.00
Edmonton	8.75	8.50	7.85
Prince Albert	8.75	8.50	8.50
Moose Jaw	8.75	8.50	7.85
Saskatoon	8.75	8.50	7.85

(1) Montreal and Winnipeg hogs sold on a "fed & watered" basis. All others "off trucks."

GOOD LAMBS.

	\$ 9.50	\$11.00	\$ 9.00
Toronto	8.50	9.00	8.00
Montreal	8.00	8.50	6.25
Winnipeg	8.00	8.25	5.75
Calgary	7.00	7.00	5.50
Edmonton	5.50	5.50	4.50
Prince Albert	6.50	6.50	5.75
Moose Jaw	6.00	6.25	5.00
Saskatoon	6.00	6.25	5.00

WATCH FOR A POSITION

If you want a position or a packing-house, look for it on the "Classified" pages at the back of every issue of THE NATIONAL PROVISIONER.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, July 18, 1936, as reported to The National Provisioner:

CHICAGO.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,706	3,027	2,793	
Swift & Co.	2,363	5,041	2,155	
Morris & Co.	1,745		1,114	
Wilson & Co.	3,967	1,696	1,764	
Anglo-Amer. Prov. Co.	420			
G. H. Hammond Co.	1,441			
Shippers	13,363	9,582	1,426	
Others	12,016	15,465	2,091	

Brennan Packing Co., 1,462 hogs; Western Packing Co., Inc., 1,257 hogs; Agar Packing Co., 3,150 hogs.

Total: 36,021 cattle; 5,998 calves; 40,670 hogs; 12,243 sheep.

Not including 2,685 cattle, 1,069 calves, 22,947 hogs and 21,803 sheep bought direct.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,073	627	2,561	1,548
Cudahy Pkg. Co.	2,239	1,361	1,197	3,810
Morris & Co.	1,538	821		1,031
Swift & Co.	2,902	1,147	3,915	3,507
Wilson & Co.	2,749	1,731	1,575	3,218
Indpt. Pkg. Co.			180	
Kornblum Pkg. Co.	1,032			
Others	5,785	284	2,926	1,334

Total: 19,318 cattle, 5,971 calves, 12,354 hogs, 14,448 sheep.

Not including 26,502 hogs bought direct.

OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	5,296	5,056	3,153	
Cudahy Pkg. Co.	3,390	5,813	5,315	
Dold Pkg. Co.	1,505	5,964		
Morris & Co.	2,788	3,158	1,163	
Swift & Co.	5,545	5,113	4,844	
Others			15,069	

Eagle Pkg. Co., 11 cattle; Omaha Pkg. Co., 18 cattle; Geo. Hoffman Pkg. Co., 39 cattle; Lewis Pkg. Co., 505 cattle; Omaha Pkg. Co., 179 cattle; John Roth & Sons, 33 cattle; So. Omaha Pkg. Co., 163 cattle; Lincoln Pkg. Co., 376 cattle; Wilson & Co., 995 cattle; Nagle Pkg. Co., 10 cattle.

Total: 22,844 cattle and calves; 40,173 hogs; 14,475 sheep.

Not including 997 hogs and 3,053 sheep bought direct.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,699	1,780	2,457	7,965
Swift & Co.	2,251	2,505	1,785	6,504
Morris & Co.	980	819	433	1,363
Hunt Pkg. Co.	1,169	967	2,400	748
Heil Pkg. Co.			1,206	
Krey Pkg. Co.			553	
Laclede Pkg. Co.			965	
Others	3,827	407	13,999	753
Shippers	6,670	1,121	8,066	1,849

Total: 16,106 cattle, 7,599 calves, 31,924 hogs, 19,182 sheep.

Not including 2,682 cattle, 3,583 calves, 24,341 hogs and 4,107 sheep bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,222	696	6,258	8,544
Armour and Co.	2,562	691	5,481	5,057
Others	929	37	1,437	1,082

Total: 5,713 cattle, 1,334 calves, 13,176 hogs, 14,683 sheep.

Not including 21 cattle bought direct.

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,462	537	9,913	1,643
Armour and Co.	3,432	399	9,591	1,603
Swift & Co.	2,994	568	6,158	1,357
Shippers	3,742	1	9,044	1,754
Others	230	23	28	2

Total: 13,860 cattle, 1,528 calves, 34,734 hogs, 6,419 sheep.

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,123	1,968	2,085	2,024
Wilson & Co.	2,511	1,811	2,097	1,809
Others	239	36	422	

Total: 5,873 cattle, 3,815 calves, 4,604 hogs, 3,833 sheep.

Not including 66 cattle and 355 hogs bought direct.

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,600	1,369	1,687	1,613
Dold Pkg. Co.	891	34	1,154	10
Wichita D. B. Co.	19			
Dunn-Ostertag	104			
Fred. W. Dold	90		288	
Sunflower Pkg. Co.	62		80	
So. West Beef Co.	31			

Total: 2,887 cattle, 1,423 calves, 3,260 hogs, 1,623 sheep.

Not including 853 hogs bought direct.

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,245	4,065	10,156	1,640
Cudahy Pkg. Co.	1,011	1,531		
Swift & Co.	6,138	6,234	14,702	2,517
United Pkg. Co.	2,228	301		
Others	1,324	191	3,279	

Total: 14,946 cattle, 12,322 calves, 28,137 hogs, 4,157 sheep.

FT. WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,545	1,111	1,238	3,369
Swift & Co.	2,530	1,048	1,058	3,542
City Pkg. Co.	229	66	81	
Blue Bonnet Pkg. Co.	118	32	99	6
H. Rosenthal Pkg. Co.	62	18		4

Total: 5,484 cattle, 2,275 calves, 2,476 hogs, 6,921 sheep.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	936	91	1,475	6,031
Swift & Co.	1,483	100	1,829	5,565
Others	1,914	440	1,961	15,103

Total: 4,333 cattle, 631 calves, 5,265 hogs, 26,699 sheep.

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,838	4,261	9,885	1,457
United D. B. Co.				
N. Y.	70			
Omaha Pkg. Co. Chl.	301			239
Armour and Co., Mil.	872	2,072		
N. Y. Butchers				
D. M. Co.	36			
R. Gums & Co.	78	54		
Shippers	213	41	86	19
Others	505	467	37	174

Total: 3,913 cattle, 6,895 calves, 10,008 hogs, 1,889 sheep.

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,871	966	4,657	2,027
Armour and Co.	1,053	105	1,584	79
Hilgemoeller Bros.	6		800	
Stumpf Bros.			95	
Meier Pkg. Co.	65	8	137	
Ind. Prov. Co.	46	21		
Schussler Pkg. Co.	34		246	
Maas Hartman Pkg. Co.	39	5		
Art Wabnitz	18	72		20
Shippers	1,784	1,538	12,287	4,299
Others	546	128	158	286

Total: 5,455 cattle, 2,783 calves, 19,964 hogs, 6,723 sheep.

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son	46			312
Ideal Pkg. Co.	44	24	363	
E. Kahn's Son	1,114	716	3,208	4,042
Lohrey Pkg. Co.	8		226	
H. H. Meyer Pkg. Co.	20		1,939	
J. Schlachter's Son	101	208		72
J. & F. Schroth P. Co.	31		1,428	
J. F. Stegner & Co.	307	339		49
Shippers	270	211	1,602	5,476
Others	1,524	738	339	380

Total: 3,419 cattle, 2,282 calves, 9,105 hogs, 10,331 sheep.

Not including 544 cattle, 1,303 hogs and 2,301 sheep bought direct.

RECAPITULATION.

	CATTLE.	Calves.	Hogs.	Sheep.
Chicago	36,021	47,694	29,695	
Kansas City	19,318	18,406	18,153	
Omaha	22,844	23,784	11,724	
East St. Louis	16,106	15,149	24,015	
St. Joseph	5,713	7,231	5,575	
Sioux City	13,860	19,789	6,404	
Oklahoma City	5,873	4,510	6,190	
Denver	4,333	3,506	3,253	
St. Paul	14,946	16,515	12,103	
Milwaukee	3,913	3,919	3,652	
Indianapolis	5,455	6,951	5,832	
Cincinnati	3,419	2,647	3,865	
Ft. Worth	5,484	5,363		

Total: 190,172 cattle, 175,380 calves, 133,675 hogs.

*Cattle and calves.

HOGS.

	Chicago	Kansas City	Omaha	East St. Louis	St. Joseph	Sioux City	Oklahoma City	Denver	St. Paul	Milwaukee	Indianapolis	Cincinnati	Ft. Worth
	40,670	50,813	34,674	46,070	10,285	8,575	10,008	9,039	4,431	28,137	35,152	12,119	10,008
	13,176	14,508	8,547	13,176	14,508	8,547	13,176	14,508	8,547	13,176	14,508	8,547	13,176
	34,734	40,476	17,485	4,604	4,113	2,851	3,209	3,118	1,710	5,265	4,780	3,382	2,119
	19,964	28,205	18,796	9,105	13,118	8,557	2,476	4,037					

Total: 255,799 hogs, 300,031 sheep, 169,314 cattle.

SHEEP.

	Chicago	Kansas City	Omaha	East St. Louis	St. Joseph	Sioux City	Oklahoma City	Denver	St. Paul	Milwaukee	Indianapolis	Cincinnati	Ft. Worth
	12,243	12,693	10,180	14,448	12,507	17,386	14,475	14,514	16,823	14,475	14,514	16,823	14,475
	19,182	12,319	23,257	14,683	11,859	23,022	6,419	8,097	2,849	3,833	3,199	2,020	2,020
	1,023	2,406	4,028	26,699	39,856	44,028	1,023	2,406	4,028	1,023	2,406	4,028	1,023
	4,157	10,270	21,281	1,889	1,348	1,150	4,157	10,270	21,281	1,889	1,348	1,150	4,157
	6,723	5,899	5,200	10,331	10,723	21,400	6,723	5,899	5,200	10,331	10,723	21,400	6,723
	6,921	4,063					6,921	4,063					

Total: 143,626 cattle, 149,883 calves, 190,046 hogs.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 13	18,986	2,359	16,473	11,105
Tues., July 14	5,594	2,290	16,152	4,643
Wed., July 15	5,221	1,123	10,248	7,251
Thurs., July 16	4,105	1,150	7,902	6,007
Fri., July 17	2,304	519	7,425	2,632
Sat., July 18	400	100	6,000	599

Total this week: 36,674 cattle, 7,516 calves, 64,230 hogs, 32,138 sheep.

Previous week: 30,484 cattle, 7,303 calves, 52,173 hogs, 28,996 sheep.

Year ago: 30,413 cattle, 7,516 calves, 52,173 hogs, 28,996 sheep.

*Two years ago: 36,584 cattle, 22,530 calves, 117,192 hogs, 36,615 sheep.

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 13	3,691	55	2,915	88
Tues., July 14	2,750	162	1,371	58
Wed., July 15	2,877	30	952	38
Thurs., July 16	2,579	134	419	86
Fri., July 17	1,082	91	2,997	110
Sat., July 18	100			

Total this week: 13,079 cattle, 472 calves, 8,654 hogs, 1,392 sheep.

Previous week: 14,479 cattle, 453 calves, 9,376 hogs, 1,392 sheep.

Year ago: 7,823 cattle, 425 calves, 8,855 hogs, 1,624 sheep.

Two years ago: 17,777 cattle, 161 calves, 11,444 hogs, 3,395 sheep.

Total receipts for month and year to July 18:

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended July 18.	\$7.85	\$9.35	\$3.25	\$ 9.40
Previous week	8.25	9.70	4.00	10.20
1935	9.45	9.55	2.50	8.25
1934	7.25	4.60	1.75	6.75
1933	6.40	4.60	2.05	7.65
1932	7.75	4.45	1.55	5.40
1931	7.85	6.20	2.60	7.00
Av. 1931-1935	\$7.75	\$5.90	\$2.10	\$7.00

LIVESTOCK AT 69 MARKETS

Movement, 69 markets, June, 1936:

	Receipts.	Local slaughter.	Shipments.
CATTLE.			
June, 1936	1,201,051	749,186	433,378
June, 1935	925,640	571,978	341,943
June av. 5 years	1,002,401	621,841	371,978
CALVES.			
June, 1936	562,819	387,381	176,965
June, 1935	476,381	332,193	151,720
June av. 5 years	505,606	364,494	144,332
HOGS.			
June, 1936	1,864,066	1,348,481	512,259
June, 1935	1,300,998	925,743	375,333
June av. 5 years	2,540,013	1,775,617	772,325
SHEEP AND LAMBS.			
June, 1936	1,859,134	961,340	873,312
June, 1935	1,994,324	1,037,218	960,591
June av. 5 years	2,182,189	1,108,896	1,012,765

RECEIPTS AT CHIEF CENTERS

Week ended July 18, 1936:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended July 18, 1936	209,000	312,000	241,000
Previous week	248,000	365,000	236,000
1935	185,000	201,000	288,000
1934	483,000	518,000	300,000
1933	196,000	529,000	536,000
At 11 markets:	Hogs.		
Week ended July 18, 1936	255,000		
Previous week	307,000		
1935	168,000		
1934	448,000		
1933	437,000		
1932	311,000		
At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended July 18, 1936	161,000	225,000	134,000
Previous week	188,000	264,000	119,000
1935	126,000	148,000	166,000
1934	423,000	409,000	191,000
1933	156,000	375,000	172,000
1932	145,000	276,000	190,000

LIVESTOCK PRICE OUTLOOK

Higher prices for better grades of cattle and lower prices for hogs are predicted by the U. S. Bureau of Agricultural Economics in surveying the current livestock situation. A "considerable decline" in hog prices by late September or early October is forecast on the basis of a sharply increased supply of slaughter hogs next fall and winter.

The bureau says "it now seems probable that the low point for prices of better grades of beef cattle was reached in June and that prices will strengthen during the remainder of the summer and fall. But receipts of drought cattle

NEW YORK LIVESTOCK

Receipts week ended July 17, 1936:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,393	8,301	3,613	40,031
Central Union	1,739	2,544	....	17,871
New York	73	4,197	9,883	3,687
Total	6,205	15,042	13,496	61,589
Previous week	7,296	16,880	11,887	53,984
Two weeks ago	6,612	16,543	15,561	54,380

PACIFIC COAST LIVESTOCK

Receipts five days ended July 17, 1936:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	5,514	1,141	944	4,752
San Francisco	1,910	155	1,500	2,375
Portland	3,185	515	3,400	4,150

DIRECTS—Los Angeles: Cattle, 67 cars; hogs, 90 cars; sheep, 65 cars. San Francisco: Cattle, 215 head; hogs, 2,500 head; sheep, 2,475 head.

CALIF. INSPECTED SLAUGHTER

State-inspected kill in June, 1936:

	Number.
Cattle	53,894
Calves	32,149
Sheep	112,271
Hogs	49,486
Meat food products produced:	
	Lbs.
Sausage	2,632,116
Pork, beef	1,771,460
Lard and lard substitutes	1,285,377
Jerky (beef)	....
Chill	850
Total	5,689,803

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics)

WESTERN DRESSED MEATS

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcass			
Week ending July 18, 1936	9,826½	2,818	2,696
Week previous	10,576	2,285	2,529
Same week year ago	8,477	1,500	2,436
COWS, carcass			
Week ending July 18, 1936	1,000	1,035	1,305
Week previous	948	875	1,321
Same week year ago	758	1,286	1,427
BULLS, carcass			
Week ending July 18, 1936	197½	483	11
Week previous	403	458	20
Same week year ago	399	480	8
VEAL, carcass			
Week ending July 18, 1936	12,581	1,452	568
Week previous	11,808	1,513	582
Same week year ago	8,775	1,599	668
LAMB, carcass			
Week ending July 18, 1936	24,414	8,592	11,719
Week previous	32,641	9,381	12,230
Same week year ago	38,493	11,421	17,271
MUTTON, carcass			
Week ending July 18, 1936	1,423	527	521
Week previous	2,012	155	587
Same week year ago	1,582	654	343
PORK CUTS, lbs.			
Week ending July 18, 1936	1,233,466	390,206	207,441
Week previous	1,777,013	284,652	248,457
Same week year ago	1,047,746	215,000	176,432
BEEF CUTS, lbs.			
Week ending July 18, 1936	360,558	....	....
Week previous	598,322	....	....
Same week year ago	392,724	....	....

LOCAL SLAUGHTERS

	CATTLE, head	CALVES, head	HOGS, head	SHEEP, head
Week ending July 18, 1936	8,960	1,719	....	....
Week previous	9,903	2,025	....	....
Same week year ago	7,284	1,687	....	....
Week ending July 18, 1936	15,408	2,742	....	....
Week previous	17,905	2,711	....	....
Same week year ago	15,034	3,836	....	....
Week ending July 18, 1936	24,419	9,147	....	....
Week previous	26,897	11,759	....	....
Same week year ago	22,732	8,517	....	....
Week ending July 18, 1936	60,258	6,157
Week previous	61,619	5,782
Same week year ago	65,968	6,744



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Week ending July 25, 1936

in some markets, together with seasonal factors, will undoubtedly cause a continued decline in prices of lower grades of butcher cattle."

A wide spread between prices of common and choice slaughter lambs is expected during the remainder of the year. Price of feeder lambs probably will be lower in relation to good slaughter lambs than a year earlier. Higher prices are also expected for butter, cheese and eggs. Poultry and wool prices are expected to decline during the remainder of the year.

Surveying long-range meat prospects for the year ending June 1937, especially in relation to the drought, Dr. A. G. Black, chief of the bureau, has made the following report:

"Production of meats other than poultry during the 1936-37 marketing period is largely dependent upon size of the 1936 corn crop. Based upon reports on conditions as of July 1, prospects are that meat production will be about 4 per cent less than in 1935-36 season and 13 per cent less than average for 1925-29. Since volume of exports of pork and pork products has declined greatly since 1929, the supply of meats that probably will be available for domestic consumption during 1936-37 is only about 9 per cent less than the 1925-29 average.

"The June pig survey indicates that production of pork and pork products will be larger than last year. Production of lard for 1936-37 is estimated to be about 25 per cent larger than last year but 30 per cent below the average for 1925-29. Supply of lard available for domestic consumption, however, probably will be only 4 per cent below the 1925-29 average. Supply of beef, veal and lamb during the coming 12 months is likely to be slightly below that of 1935-36 and this decrease is likely to more than offset the increased supply of pork."

CATTLEMEN OUTLINE POLICY

Four Western state livestock producers' associations, which met for annual conventions during June, opposed extension of any government production control program or excise taxes to the cattle industry. Colorado Stock Growers' and Feeders' Association adopted resolutions favoring a 6-cent tariff on hides and opposing importation of canned meat and reciprocal trade agreement with Canada. Nebraska Stock Growers Association opposed any change from optional beef grading to government grading; endorsed excise taxes on foreign fats and oils and opposed proposed Argentine sanitary pact.

Western South Dakota Stock Growers Association urged an increase in the tariff on canned beef, hides and skins; condemned the reduction in cattle duties under the U. S.-Canadian pact and favored protection for domestic fats and oils. Washington Cattlemen's Association went on record against any excise or processing tax on cattle or cattle products.

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended July 18, 1936.

CATTLE.

	Week ended July 18.	Prev. week.	Cor. week, 1935.
Chicago	25,343	34,842	23,648
Kansas City	25,289	20,580	22,984
Omaha	20,854	23,290	11,838
East St. Louis	16,014	15,845	20,936
St. Joseph	6,543	7,344	6,246
Sioux City	11,645	14,081	5,748
Wichita	4,310	3,023	4,532
Fort Worth	5,464	5,503	.....
Philadelphia	1,719	2,025	1,987
Indianapolis	1,885	2,483	1,776
New York & Jersey City	8,960	9,903	7,284
Oklahoma City	9,754	7,292	8,875
Cincinnati	4,286	4,507	4,295
Denver	4,454	3,449	4,122
St. Paul	13,622	14,681	10,953
Milwaukee	3,439	3,875	3,598
Total	163,701	172,583	138,542

*Cattle and calves.

HOGS.

Chicago	77,757	77,428	44,995
Kansas City	35,807	27,412	15,344
Omaha	32,094	27,259	14,298
East St. Louis	35,174	33,282	16,087
St. Joseph	12,816	9,827	6,913
Sioux City	28,618	26,580	13,635
Wichita	4,064	2,405	2,963
Fort Worth	2,476	4,037	.....
Philadelphia	9,147	11,759	8,517
Indianapolis	7,062	11,148	7,095
New York & Jersey City	24,419	26,868	22,732
Oklahoma City	4,959	4,465	3,371
Cincinnati	7,567	12,143	7,373
Denver	5,161	4,842	3,278
St. Paul	36,752	31,804	10,574
Milwaukee	9,976	9,038	4,423
Total	333,840	320,233	180,608

SHEEP.

Chicago	32,620	20,134	42,100
Kansas City	14,448	12,507	17,369
Omaha	20,376	20,489	23,233
East St. Louis	17,333	9,950	21,380
St. Joseph	13,061	12,025	23,022
Sioux City	4,665	7,666	4,802
Wichita	1,623	2,406	1,401
Fort Worth	6,921	4,093	.....
Philadelphia	6,157	5,782	6,744
Indianapolis	2,077	1,275	2,856
New York & Jersey City	60,258	61,619	65,968
Oklahoma City	3,833	3,190	2,020
Cincinnati	7,181	7,039	11,352
Denver	5,351	6,035	5,124
St. Paul	4,157	9,236	14,224
Milwaukee	1,636	1,340	1,133
Total	202,287	193,792	242,728

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended July 18, 1936, were 3,125,000 lbs.; previous week, 3,427,000 lbs.; same week last year, 4,643,000; from January 1 to July 18 this year, 116,855,000 lbs.; same period a year ago, 146,532,000 lbs.

Shipments of hides from Chicago for the week ended July 18, 1936, were 3,870,000 lbs.; previous week, 4,268,000 lbs.; same week last year, 3,407,000 lbs.; from January 1 to July 18 this year, 112,214,000 lbs.; same period a year ago, 181,341,000 lbs.

WEEKLY HIDE IMPORTS

Imports of cattle hides at leading U. S. ports for week ended July 11:

Week Ending	New York	Boston	Phila.
July 11, 1936	43,130	.....	.....
July 3, 1936	16,134	.....	.....
June 27, 1936	9,669	.....	.....
June 20, 1936	65,280	.....	.....
Total 1936	1,124,832	47,571	51,357
July 13, 1935	13,425	.....	.....
July 6, 1935	18,792	.....	.....
Total 1935	707,053	29,478	15,281
Total so far: 1936-1,223,760*			1935-731,812*

*Does not include imports at Norfolk

N. Y. HIDE FUTURE MARKETS

Saturday, July 18, 1936—No session. Monday, July 20, 1936—Close: Sept. 11.03@11.06; Dec. 11.35@11.38; Mar. 11.65@11.70; June 11.95 n; sales 7 lots. Closing 3@5 higher.

Tuesday, July 21, 1936—Close: Sept. 10.98@11.03; Dec. 11.32 sale; Mar. 11.60@11.67; June 11.90@12.00; sales 4 lots. Closing 3@5 lower.

Wednesday, July 22, 1936—Close: Sept. 11.03@11.06; Dec. 11.36 sale; Mar. 11.70 sale; June 11.98 n; sales 50 lots. Closing 4@10 higher.

Thursday, July 23, 1936—Close: Sept. 11.15 sale; Dec. 11.44@11.46; Mar. 11.76@11.78; June 12.06 n; sales 44 lots. Closing 6@12 higher.

Friday, July 24, 1936—Close: Sept. 11.07@11.12; Dec. 11.41@11.42; Mar. 11.71@11.75; June 12.02@12.05; sales 14 lots. Closing 3@8 lower.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended July 24, 1936 with comparisons are reported as follows:

PACKER HIDES.

	Week ended July 24.	Prev. week.	Cor. week, 1935.
Spr. nat.	.....	.....	.....
Hvy. nat.	12 1/2 @ 13n	12 1/2 @ 12 1/2	@ 13 1/2n
Hvy. Tex.	@ 12 1/2	@ 12	@ 13
Hvy. butt brand'd	@ 12 1/2	@ 12	@ 13
Hvy. Col.	@ 12	@ 12	@ 13
Ex-light Tex.	@ 11 1/2	@ 11 1/2	@ 12 1/2
Brnd'd cows	@ 10 1/2	@ 10 1/2	@ 10
Hvy. nat. cows	@ 11	@ 10 1/2	@ 10 1/2
Brnd'd bulls	@ 8 1/2	@ 8 1/2	@ 9 1/2
Calfskins	@ 19 1/2	@ 19 1/2	@ 20
Kips, nat.	@ 14 1/2	@ 14 1/2	@ 15
Kips, or-wt.	@ 13 1/2	@ 13 1/2	@ 14
Kips, brnd'd	@ 11 1/2	@ 11 1/2	@ 12
Slunks, reg.	@ 1.05	@ 1.05	@ 1.00
Slunks, hris.	@ .35	@ .40	@ .35

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat.	all-wts. 9 1/2 @ 10 1/2	9 1/2 @ 10	@ 9 1/2n
Branded	..... 9 @ 10	9 @ 9 1/2	@ 9n
Nat. bulls	..... @ 7 1/2	@ 7 1/2	@ 8 1/2n
Brnd'd bulls	..... @ 6 1/2	@ 6 1/2	@ 7 1/2n
Calfskins	..... 16 1/2 @ 17	16 1/2 @ 17	12 1/2 @ 16
Kips	..... 12 1/2 @ 13	12 1/2 @ 13	@ 12n
Slunks, reg.	..... .80 @ .90n	.80 @ .90n	70 @ .80n
Slunks, hris.	..... .30 @ .25n	.20 @ .25n	25 @ .35n

COUNTRY HIDES.

Hvy. steers	7 1/2 @ 7 1/2	7 1/2 @ 7 1/2	6 1/2 @ 7
Hvy. cows	7 1/2 @ 7 1/2	7 1/2 @ 7 1/2	6 1/2 @ 6 1/2
Buffs	8 1/2 @ 8 1/2	8 1/2 @ 8 1/2	7 1/2 @ 7 1/2
Extremes	9 1/2 @ 9 1/2	9 1/2 @ 9 1/2	7 1/2 @ 8
Bulls	6 @ 6 1/2	6 @ 6 1/2	5 @ 5 1/2
Calfskins	11 1/2 @ 12	11 1/2 @ 12	9 1/2 @ 10
Kips	10 @ 10 1/2	10 @ 10 1/2	@ 8
Light calf	.80 @ .95n	.80 @ .95n	50 @ .60n
Deacons	.80 @ .95n	.80 @ .95n	50 @ .60n
Slunks, reg.	.60 @ .75n	.60 @ .75n	35 @ .50n
Slunks, hris.	.10 @ .15n	.10 @ .15n	10 @ .15n
Horsehides	3.00 @ 3.70	3.00 @ 3.70	3.50 @ 3.85

SHEEPSKINS

Pkr. lambs	..... 1.25@1.40
Sm. pkr. lambs	..... 85 @ 1.00
Pkr. shearings	1.05@1.07 1.07 1/2 @ 1.20
Dry pelts	18 @ 18 1/2 17 @ 18 14 1/2 @ 15

BUYING HOGS

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The National Provisioner

HIDES AND SKINS

WEEKLY MARKET REVIEW



Chicago

PACKER HIDES.—Demand appears to have improved considerably for packer hides and the movement of about 150,000 hides was reported this week, with intimations that possibly 25,000 more may have been booked quietly. Advances of a half-cent were paid for July native steers, with old winter steers selling steady; heavy branded steers moved up a half-cent, while branded cows and bulls sold steady. A half-cent advance for July light light native cows was paid in a large way, although indications pointed to at least part of the business being for Exchange delivery; tanners bought light cows of earlier dating at steady prices.

There appears to be considerably less alarm over the drought situation, due in part to a statement from the FSCC to the effect that hides from any drought cattle would be retained and put into storage, and eventually placed on the market after the liquidation of present stock of drought hides. No drought cattle have been reported purchased as yet, but the AAA has been prepared to support the cattle market at certain centers against any glut of drought cattle; however, runs reported lighter at some points and apparently taken care of through regular channels.

One packer sold 5,000 July native steers at 12½c, or ½c up for Julys; total of 28,000 Jan.-Feb.-Mar. sold at 11c, steady. Association sold a car June-July extreme light native steers at 12½c, steady with last sale previous week.

An outside packer also sold 9,000 native steers at 12c for Junes and 12½c Julys; 1,200 June-July extreme light native steers 12½c; 1,200 May-June butt brands 12c, and 1,000 May-June Colorados 11½c.

One lot of 10,000 May-June butt branded steers sold at 12½c, and 11,800 June-July Colorados at 12c, both ½c up, by a packer who did not sell many hides last week; also 8,000 May-June heavy Texas steers at 12½c, while 1,200 June-July sold late last week at 12c. Light Texas steers quotable 11½@11½c nom.; extreme light Texas steers 10½@10½c.

Heavy native cows 11c bid, late this week, with 11½c asked. Total of 30,300 July light native cows sold by three packers, and 5,000 Julys by Association, at 11c, or ½c up; 20,000 more sold at 10½c for Junes and 10¼c for Mays; later, 5,000 June-Julys sold at 11c. Two packers sold 13,000 June-July branded cows, 2,000 more at end of last week and Association 1,000 Julys, all at 10½c, steady.

Total of 2,400 May to July native bulls sold at 8½c, steady.

OUTSIDE SMALL PACKER HIDES.—Outside small packer all-weight natives of late June and July take-off could be sold at 10c, f.o.b. nearby shipping points, and prior to July take-off at 9½c, brands ½c less. Chicago take-off only nominal at 10¼@10½c.

PACIFIC COAST.—At the close of last week, 25,000 Los Angeles and Vernon packer June hides sold at 10c for steers and 9c for cows, flat, f.o.b. shipping points; later trading by northern packers brought total above 90,000 June and July hides.

FOREIGN WET SALTED HIDES.—South American market stronger, despite winter quality now coming out. Late last week, 2,500 Sansinena light steers sold at 65 pesos, equal to 10½¢, c.i.f. New York, or ½c up. Later, 2,500 Uruguay Nacional steers sold equal to 11½c, or ¾c over a sale early last week. This week, 4,000 LaBlancas moved at 70 pesos, equal to 11½¢@11½c, as against 66 pesos or 11¼¢@11¼c paid late last week.

COUNTRY HIDES.—Country hides continue very slow, despite the fact that the declining of low bids for recent offerings of drought hides has removed some pressure from this market. A good part of the recent movement of packer light cows at the advance is understood to have been for Exchange delivery and tanners inclined to take the earlier dating hides at lower prices. The light interest in country hides has held back any advance in this market. Untrimmed all-weights quoted around 7¢@8c, trimmed 8¼@8½c, selected, delivered Chicago. Heavy steers and cows very dull at 7½@7¾c. Trimmed buff weights quoted 8½@8¾c. Trimmed extremes range 9½@9¾c, selected. Bulls around 6@6½c; glues 5½@5¾c. All-weight branded around 7c, flat.

CALFSKINS.—Packers are well sold up to end of June, with last sales of June calf at 20½c for northern heavies 9½/15 lb. and 21c for Detroit, Cleveland and Evansville heavies; River point heavies at 19½c, and all lights under 9½ lb. at 21c. Offerings of July calf a bit slow in coming out and packers' ideas firm.

Chicago city calfskins very quiet, with both 8/10 lb. and 10/15 lb. offered at 17c and bids of 16½c declined. Outside cities, 8/15 lb., quoted around 16½@16¾c nom.; mixed cities and countries 14@15c; straight countries 11½@12c. Chicago city light calf and deacons offered at \$1.30@1.35, with \$1.25 indicated available.

KIPSKINS.—At the close of last week, one packer sold about 4,000 June southern native kipskins at 13¼c, steady price, cleaning up packer June

kips; northern natives last sold at 14¼c. June over-weights last sold at 13¾c for northern and 12½c for southern; brands 11¼c. Some activity expected shortly on July kips.

Chicago city kipskins very quiet, with last trading price of 12½c bid and declined and 13c asked. Outside cities around 12½@12¾c nom.; mixed cities and countries 11@12c; straight countries 10@10½c flat.

Packer regular slunks last sold at \$1.05 for June take-off.

HORSEHIDES.—Offerings appear to be fairly plentiful on horsehides, with buyers' ideas tending toward inside prices of range. Choice city renderers, with full manes and tails, quoted \$3.50@3.70, f.o.b. shipping points; ordinary trimmed renderers \$3.35@3.50, delivered Chicago; mixed city and country lots \$3.00@3.20, Chicago.

SHEEPSKINS.—Dry pelts appear firmer and usually quoted 18@18½c, delivered Chicago, for full wools; one house reports a bid of 18½c, and quoting short wools 15½c, pieces around 12c. Trade in big packer shearlings light at present and quotations not clearly established; some quote market in a nominal way around \$1.05@1.07½ for No. 1's, 85@87½c for No. 2's, and 55@57½c for No. 3's; buyers' ideas of market around 5c less. Market on pickled skins not clearly defined, with quotations in a range of \$5.25@5.75 per doz. Big packers quoting native spring lamb pelts \$1.40@1.50 per cwt., but couple outside packers reported moving good quantity July pelts at \$1.35 per cwt. live lamb. Buyers' ideas \$1.15@1.25 for outside small packer pelts, due to lower wool market.

New York

PACKER HIDES.—The New York market moved up ½c this week, on a movement of around 25,000 hides. One packer sold May-June-July native steers at 12½c, June-July butt brands at 12½c, and June-July Colorados at 12c; another packer sold July hides freely same basis, while a third packer sold part of July brands at these prices. Trading at close of last week included 1,100 June native steers at 12c, 4,200 June butt brands at 12c, and 7,400 June Colorados 11½c.

CALFSKINS.—Some quiet trading this week on collectors' calf on confidential terms, with prices indicated a shade over last quotations of \$1.20 for 4-5's, \$1.35 for 5-7's, \$1.77½@1.80 for 7-9's and \$2.35 for 9-12's. Trade in packer calf has been at a standstill recently, due to packers declining to accede to tanners' request to bank skins for draining.

LOSSES FROM BRUISES

Are your men posted on the abuses that cost money in handling live hogs? Have them read chapter 1 of "PORK PACKING," The National Provisioner's pork plant book.



Meat Packing 25 Years Ago

(From The National Provisioner, July 29, 1911.)

Reciprocal tariff agreement between the United States and Canada was approved by Congress and signed by President Taft. It provided for a tariff on fresh meats of 1½¢ per lb.; bacon, hams and other smoked meats, 1¼¢ per lb.; canned meats, 20 per cent ad valorem. Included on the free list were live animals, dairy products, eggs, cottonseed oil and animal oils.

Armour and Company opened new branch house at Birmingham, Ala., estimated to have cost \$200,000. Included in the branch were a sausage factory and curing cellars.

Federal meat inspection authorities issued a regulation requiring that casings must be removed from all sausage and ends of sausage chopped up and used in other meat food products. It also prohibited the labelling of skinned hams as "fatless" hams.

Mitchem Bros. Packing Co., Spokane, Wash., completed its new plant, which expanded the business of Mitchem Bros., who had been in business in Spokane since 1889, being the oldest established meat dealers in that city.

V. H. Munnecke, manager, beef department, G. H. Hammond Co., became manager of the beef department of the Independent Packing Co., located at Chicago.

Improvements and additions to meat packing and sausage manufacturing establishments in and around New York City included a 4-story addition to the plant of Otto Stahl. Trowel-finished cement for sausage rooms and curing departments was popular.

Kingan & Co., Richmond, Va., built a one-story addition and made other improvements to its plant at a cost of \$12,000.

Worm & Co., Indianapolis, Ind., incorporated with a capital stock of \$300,000 to take over and extend the Albert R. Worm meat packing business. A. R. Worm, C. F. Kramer, D. B. Darnell and others were incorporators.

Chicago News of Today

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 27,147 cattle, 4,928 calves, 31,552 hogs and 11,523 sheep.

Sympathy of the trade is being extended to William D. Donovan of Best & Donovan and James F. Donovan of Armour and Company on the loss of their mother, Mrs. Abbie F. Donovan, who passed away on July 16.

A shift in two major executives was announced this week by Swift & Company. John M. Chaplin, who has been comptroller of the company, was elected consulting comptroller, and J. G. Smithwick was elected comptroller. Mr. Chaplin has been with the company since 1888, starting as a clerk at the Kansas City plant. He came to Chicago in 1900 in charge of plant accounting, and has held the post of comptroller since 1923. He is an industry authority on costs and accounting. Mr. Smithwick entered the employ of the company at its plant in East St. Louis, Ill., January 17, 1895. He became chief clerk there in 1899 and moved to Chicago in 1907. A year later he took charge of the office in South Omaha, returning to Chicago in 1913. He was elected assistant comptroller on August 3, 1931.



J. M. CHAPLIN

Cattle buying operations of the Commodities Purchase Section of the Agricultural Adjustment Administration are

being directed by M. T. Morgan from the Chicago offices of the AAA at 506 So. Wabash ave. Mr. Morgan headed the St. Paul office during the 1934 emergency program.

Howard R. Smith, packinghouse products broker, Baltimore, Md., was in Chicago this week for a few days on business.

J. M. O'Rourke, director of public relations, Cudahy Packing Co., is spending his vacation in the New England area.

Vice president W. R. Grove, Wilson & Co., returned this week from a brief vacation which was spent in the Colorado mountains.

Clarence R. Lazerus, who has been active in the provision field for a number of years, operating the firm founded by his father, was this week elected to membership on the Chicago Board of Trade.

Dr. George O. Burr, University of Minnesota, was in Chicago this week conferring with the National Live Stock and Meat Board on cooperative meat studies.

Funeral services for vice president Harry F. Mills of Armour and Company, held in Chicago on July 17, were very largely attended. Pallbearers were eight of Mr. Mills' fellow vice presidents



EATING 12 "RED HOTS" IS NO PUNISHMENT

Irvin S. Cobb had to eat twelve frankfurter sandwiches in one scene of "Pepper," his latest picture. The director apologized to Cobb for having to consume so many meat products before a perfect "take" was achieved.

"That's all right," answered the Paducah sage, "it's no sacrifice at all to make for one's art. Besides, they're delicious!"

Jane Withers, famous juvenile star, is shown helping Cobb to put away the "red hots."

THESE SPECIAL MEAT LOAVES ARE ATTRACTIVE AS MEAT CUTS



SALES APPEAL

THE Mother in the home likes to see a beautifully set table. The eye appeal and the rich, flavory taste go together.

You Can Make These Loaves

"BEVERLY CLUB
LOAF"

"DELITE LOAF"

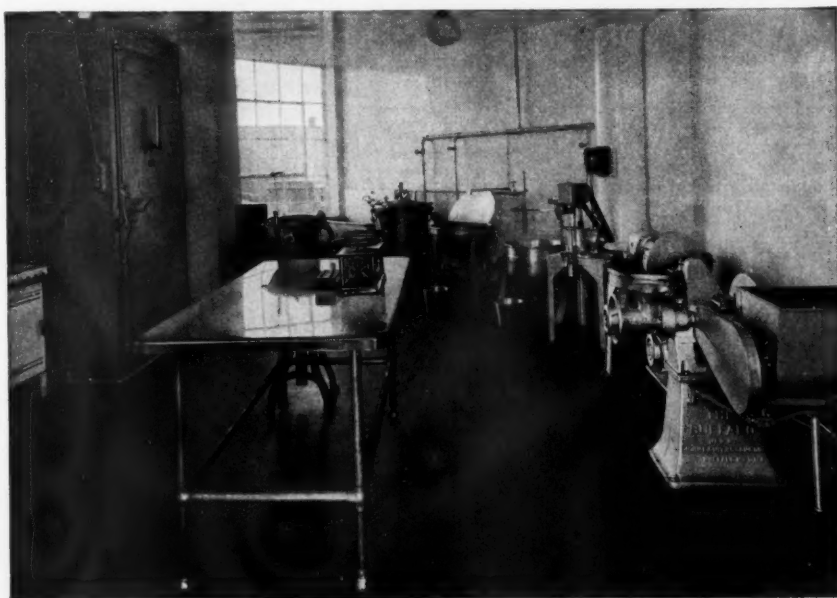
"MOCK CHICKEN
LOAF"

"SALAMI LOAF"

Ask for 100 pounds of our Meat Loaf Spice. Ask for our formula. This is the Meat Loaf season. These are the sellers.

OUR TESTING KITCHEN

IN YOUR own kitchens the meats are chosen by you, properly chilled, then cut through the $\frac{5}{8}$ -inch plate. All spices as chosen by us are tested and sterilized by us before being shipped to you. It costs no more to buy "Safety in Spices." If you have a "pet spice formula" let us mix it, powder it, sterilize it and pack it for you in bags of suitable size to make a complete chopper. Save accident of careless weighing. Think carefully about these Loaves. Selected meats and selected spices make the perfect loaf.



THE GRIFFITH LABORATORIES

1415-31 West 37th St.

Chicago, Illinois

Canadian Factory and Office: 1 Industrial St., Leaside, Toronto 12, Ontario

MEATS MADE TENDER WITH SECRET FROM THE TROPICS

**Increases Restaurant Profits
As Much As 30%**

CINCINNATI, OHIO. News has just been received of a remarkable liquid meat tenderizer.

For centuries the natives of the Malay Peninsula have been tenderizing meats with the essence of the tropical Papaya. After months of laboratory experimenting, this essence is announced to the commercial trade for the first time.

Sprinkled or brushed onto the surfaces of any kind of meat before cooking, Tendra (the name of this product) makes the meat so tender *it can actually be cut with a fork.*

Steaks, roasts, chops, hams, fowl, etc., can be made more tender and actually more delicious in about half the time it takes in the usual way. Tendra works no matter how the meats are prepared: whether fried, roasted, boiled, broiled, etc. The finest cuts of meat may be cooked so quickly that less of the natural flavors and juices are lost. And the least expensive meats, even the toughest cuts, can be made so tender that they taste as delicious as expensive meats.

Tendra costs about $\frac{1}{2}$ ¢ per average size meal. Because Tendra saves in three important ways, it increases restaurant profits by reducing costs and increasing volume through customer satisfaction. Fuel is saved. Time is saved. And no part of a carcass need be wasted because it happens to be a bit tough. Tendra will make it tender, almost instantly—and keep the delicious flavor too.

Ask your jobber for a bottle of Tendra, or write us, giving your jobber's name and address.

**TENDRA KITCHENS, Desk E-657
3333 Madison Road, Cincinnati, Ohio**

NEWS!

for Salesmen, Distributors

Read every word of the article appearing above this notice. Then, if you are a high grade salesman, thoroughly experienced in selling to the restaurant and hotel trade, write me a letter for details about the sales opportunity in your territory with Tendra. Other men like yourself are already finding Tendra the most profitable opportunity of the day. There is no competition (Patents Pending). You will have to sell us on your experience, ability, and your following. Write me fully about yourself and you will receive a personal reply, together with advance notice about Tendra's coming advertising campaign. Address Joe J. Marx, Pres., Desk E-657. Tendra Kitchens, Cincinnati, Ohio.



**Don't Blame the Butcher
use TENDRA**

BRECHT

HOG BEEF SHEEP

CASINGS

The Brecht Corporation

New York

St. Louis

Buenos Aires

Hamburg

F.C. ROGERS, INC.

NINTH AND NOBLE STREETS

PHILADELPHIA

**BROKER
PACKINGHOUSE
PRODUCTS**

HARRY K. LAX, General Manager

*Member of New York Produce Exchange
and Philadelphia Commercial Exchange*



PATENT SEWED CASINGS

Manufactured Under Sol May Methods

by the PIONEERS

of Sewed Sausage Casings

HOG BUNGS—HOG BUNG ENDS—BEEF MIDDLES

PATENT CASING COMPANY

617-23 West 24th Place

Chicago, Illinois

THE CASING HOUSE BERTH. LEVI & Co., Inc.

ESTABLISHED 1882

NEW YORK

CHICAGO

LONDON

BUENOS AIRES

HAMBURG

WELLINGTON

—W. W. Shoemaker, W. S. Clithero, R. E. Pearsall, J. B. Scott, G. A. Eastwood, F. A. Benson, F. W. Specht and L. E. McCauley.

Park Dougherty, general sales manager, Geo. A. Hormel & Co., Austin, Minn., was a visitor in Chicago this week.

F. S. Richardson, division superintendent, Swift & Company, Chicago plant, retired recently after 34 years service with the company. He came to Chicago in 1919 and has had supervision of sausage, casings and fancy meats.

Golf enthusiasts of Armour and Company celebrated "Cabell Day" at the Beverly Country Club, Wednesday, July 22, with a golf tournament at which president R. H. Cabell presented a trophy to the winner, designated as the "Founder's Trophy," in memory of P. D. Armour, founder of Armour and Company. The trophy was won by J. J. O'Reilly, head of the beef cuts department, whose score was 90 with a handicap of 22. Runner-up was J. J. O'Connor, foreign accounting department, with a net of 71. Frank P. Capera, provision department, had low gross of 84, with E. L. Lalumier, vice-president and secretary, runner-up with 87.

New York News Notes

A. E. Nelson, district manager, Wilson & Co., attended the opening of the company's new Syracuse branch plant on Sunday, July 19.

Charles Ferrari, sausage department, Wilson & Co., New York, is spending a two weeks' vacation at Ferndale, N. Y. Visitors to New York this week in-

cluded W. J. Cawley, vice-president; C. S. Briggs, ham department, Leo Bartenstein, construction department, Wilson & Co., Chicago.

Meat and poultry seized and destroyed by the health department of the city of New York during the week ended July 18, 1936, was as follows: Meat—Brooklyn, 20 lbs.; Manhattan, 1379 lbs.; Bronx, 50 lbs.; Total, 1449 lbs. Poultry—Manhattan, 503 lbs.

E. F. McKay, district manager for Cudahy Packing Co. at Philadelphia, has been made district manager at New York succeeding G. A. Handley, who is retiring after more than 30 years service with the company. Mr. McKay started with the company in the New York territory, but has represented it at Philadelphia for 27 years, and is well known throughout the territory.

President David Cohn, Kansas Packing Co., New York, spent a day in Toronto last week and visited at the plant of Canada Packers Limited.

W. Augustynowicz, delegate of the Union of Polish Meat Packers, who makes his headquarters in New York City, left on an extended trip last week. After spending a few days in Montreal, Canada, he continued West and will sail for the Orient, visiting China and Japan.

New York Veterans of Foreign Wars dedicated their recent convention at Troy, N. Y., to "Uncle Sam" Wilson, the meat packer who supplied meat for the United States Army in the War of 1812. The Troy packer, who served as a boy of 15 in the Revolutionary War, is believed to have been the original "Uncle Sam." His beef was known by soldiers as "Uncle Sam's" beef, and the term was soon extended to all government property.

Countrywide News Notes

Henry Benne has been appointed chief engineer of the Krey Packing Co., St. Louis, Mo., succeeding the late Carl C. Reinert. Jack Buffington has been made master of maintenance for the plant. Both are well-known in the industry.

O. D. Gibson, formerly of the Gibson Packing Co., Yakima, Wash., has purchased the Enterprise Packing Co. plant at Wenatchee. The new firm will be known as the O. D. Gibson Packing Co. and will handle all kinds of meat products. Its plant is only 4 years old, is located at the edge of the Columbia River and has cooler space for 75 cattle and 150 hogs. Dual W. Eldridge will be plant superintendent at Wenatchee.

Storm Lake Packing Co., Storm Lake, Ia., is now killing for Kingan & Co. It will continue to operate under the name of the Storm Lake Packing Co.

Little damage was done by a recent fire at the plant of the St. Paul Sausage Co., St. Paul, Minn.

Oswald-Hess Co., Pittsburgh, Pa., has taken over the former William Zoller plant and will overhaul it. The firm expects to move into its new quarters some time in August. Formal opening will be held in September, when George A. Hess, president, returns from Europe.

More employees of John Morrell & Co. now eligible for the 25-year service button of the Institute of American Meat Packers include the following at the Sioux Falls, S. D., plant: Thomas Myers, Thos. R. Scott, John Holmstrom, T. P. Nelson, Matt Henle, J. Reiter.

Magic City Products Co. is establishing a plant at Sand Springs, Okla., with a capacity of 100 cases of canned barbecued meat per day. N. B. Day is president of the company.



COOPERATIVE SPIRIT IS KEY TO SUCCESS IN BUSINESS

Wilson & Bennett Mfg. Co. recently entertained their executives, department managers, foremen and key men at a banquet held at the Chicago Athletic Association. Keynote of the program was "harmony," and talks emphasized importance to both company and employee of a harmonious, cooperative organization. President S. A. Bennett presented gold watches to Fred Kiser and Frank Eisa for 25 years of loyal service. Of the 150 men present 55 have been with the company over 5 years; average length of service of 17 of these men is over 15 years. Considering that the company is only 27 years old, this record of long employee service is quite remarkable.

VISKING PROMOTES CHESSE

Alec Chesser, popular representative of The Visking Corp. in New York City, has been appointed Eastern district sales supervisor by Howard R. Medici, vice president in charge of sales. Mr. Chesser will continue to operate from the Visking Eastern headquarters in the Chanin bldg., 122 East 42nd st., New York City, and will work with all representatives east of Pittsburgh.

"Alec", as he is well known to his New York friends, began his career with The Visking Corp. in the fall of 1930 as salesman in the Pacific Northwest, advancing quickly to the position of Chicago representative, and soon thereafter, when Visking's rapid growth necessitated further enlargements in its sales force, was placed in charge of New York City and Connecticut. By continuing its program of expanding its sales facilities in line with the increased use of its products The Visking Corporation expects to insure the best service and cooperation to its many customers.

NEWS OF THE RETAILERS

Arthur H. Schiller has purchased Baunton's Blue Ribbon Market, 4901 Rainier st., Seattle, Wash.

Greater Sunset Market has engaged in meat business at 227 Irving st., San Francisco, Calif.

W. J. Patterson and Levin Watson have established Union Market at 129 S. W. Yamhill st., Portland, Ore.

Alb. Kruszewski has opened meat market at 939 W. Greenfield ave., and F. J. Marz will open meat market at 1601 N. 35th st., Milwaukee, Wis.

Charles Zierath has leased meat market at Charles City, Ia.

Charles Piskac bought Palace Meat Market, Norfolk, Neb.

W. K. Martinson will open meat business at 906 W. 46th st., Minneapolis, Minn.

DeWitt Meat Market opened at 7 W. Kemp ave., Watertown, S. D.

Karls Quality Meats opened at 2634 So. Superior st., Milwaukee, Wis.

Henry Ruhling has purchased meat business of N. & H. Wittliff, Garfield, Wash.

W. H. Tattersall has engaged in meat business at 8740 N. Jersey st., Portland, Ore.


Watch the Classified Advertisements page for bargains in equipment.

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on July 23, 1936:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS, 300-500 lbs.:				
Choice	\$13.00@14.00		\$13.00@13.50	
Good	11.50@13.00		12.00@13.00	
Medium	9.00@11.50		8.50@12.00	
Common (plain)	8.50@ 9.00		9.00@ 9.50	
STEERS, 500-600 lbs.:				
Prime			13.50@14.50	
Choice	13.00@14.00		13.00@13.50	\$13.00@14.00
Good	11.50@13.00		12.00@13.00	12.00@13.00
Medium	9.00@11.50		10.00@12.00	10.00@12.00
Common (plain)	8.50@ 9.00		9.00@10.00	9.00@10.00
STEERS, 600-700 lbs.:				
Prime			13.50@14.50	
Choice	12.50@13.50		13.00@13.50	13.00@14.00
Good	11.00@12.50		12.00@13.00	12.00@13.00
Medium	10.00@11.00	\$10.50@11.50	10.00@11.50	10.00@12.00
STEERS, 700 lbs. up:				
Prime		13.50@14.00	13.50@14.00	
Choice	12.50@13.50	12.50@13.50	13.00@13.50	13.00@14.00
Good	11.50@12.50	11.50@12.50	12.00@13.00	12.00@13.00
COWS:				
Choice	9.00@10.00	10.00@10.50	9.50@10.50	10.00@10.50
Good	8.50@ 9.00	9.50@10.00	8.50@ 9.50	9.00@10.00
Medium	8.00@ 8.50	9.00@ 9.50	8.00@ 8.50	8.00@ 9.00
Fresh Veal:				
VEAL:				
Choice	12.00@13.00	13.00@14.00	13.50@15.00	11.00@12.00
Good	11.00@12.00	12.00@13.00	12.00@13.50	10.00@11.00
Medium	9.50@11.00	10.00@12.00	10.00@12.00	9.00@10.00
Common (plain)	8.50@ 9.50	8.00@10.00	8.50@10.00	8.00@ 9.00
CALF:				
Good	9.50@10.50		10.00@11.00	
Medium	8.50@ 9.50		8.00@10.00	
Common (plain)	8.00@ 8.50		7.00@ 8.00	
Fresh Lamb and Mutton:				
LAMBS, 35 lbs. down:				
Choice	20.00@21.00	20.00@21.00	20.00@21.00	19.00@20.00
Good	18.00@20.00	18.00@20.00	18.00@20.00	18.00@19.00
Medium	15.00@18.00	15.00@18.00	15.00@18.00	16.00@18.00
Common (plain)	13.00@15.00	13.00@15.00	13.00@15.00	13.00@15.00
LAMBS, 39-45 lbs.:				
Choice	20.00@21.00	20.00@21.00	20.00@21.00	19.00@20.00
Good	18.00@20.00	18.00@20.00	18.00@20.00	18.00@19.00
Medium	15.00@18.00	15.00@18.00	15.00@18.00	16.00@18.00
Common (plain)	13.00@15.00	13.00@15.00	13.00@15.00	13.00@15.00
LAMBS, 46-55 lbs.:				
Choice	20.00@21.00	20.00@21.00	20.00@21.00	
Good	19.00@20.00	19.00@20.00	19.00@20.00	
MUTTON, Ewe, 70 lbs. down:				
Good	8.00@ 9.00	9.00@10.00	8.00@10.00	9.00@10.00
Medium	7.00@ 8.00	8.00@ 9.00	7.00@ 8.00	8.00@ 9.00
Common (plain)	6.00@ 7.00	6.00@ 7.00	6.00@ 7.00	7.00@ 8.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	21.00@22.50	21.00@21.50	20.50@22.00	20.00@22.00
10-12 lbs. av.	20.00@21.50	20.50@21.50	20.00@21.00	19.00@21.00
12-15 lbs. av.	17.50@19.00	18.50@19.50	17.50@18.50	18.00@19.00
16-22 lbs. av.	15.00@16.50	16.00@18.00	15.50@16.50	16.00@17.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lb. av.	15.50@16.50		16.00@17.00	16.00@17.00
PICNICS:				
6-8 lb. av.		16.50@17.00		
BUTTS, Boston Style:				
4-8 lb. av.	18.50@20.00		19.00@20.00	19.50@20.50
SPARE RIBS:				
Half Sheets	11.50@12.50			
TRIMMINGS:				
Regular	10.50@11.00			

*Includes heifers, 450 lbs. down, at Chicago. *Includes "skins on" at New York and Chicago. *Includes sides at Boston and Philadelphia.



STAHL-MEYER, INC.

NEW YORK, N. Y.

READY-TO-EAT MEATS · FERRIS HICKORY SMOKED HAM AND BACON

Take a look
at your Package . . .



... IN A DEALER'S STORE

DOES IT LEAK? Your package designer may have achieved a masterpiece of carton designing, but if it leaks Mrs. Housewife sees only the splotchy stains—and likely chooses another brand. Creasing and folding of lard liners over automatic machines spells trouble for liners that can't "take it." Corners crack and contents seep through to disfigure the package. For absolute insurance against leakage, use LARDBAK, the proven lard liner that costs less, but provides more protection.

Rhineland
LARDBAK

PRODUCT OF RHINELANDER PAPER COMPANY, RHINELANDER, WISCONSIN

You Can Save Several Cents a Pound by Using LARDBAK

Week ending July 25, 1936

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Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Position Wanted

Sales, Production or Asst. Mgr.

Institute of Meat Packing training. Age 32 with 7 yrs. retail and 8 years wholesale experience as successful car route salesman with one employer. Can offer willingness to work hard, character, ability and initiative for decent salary and promising future. W-425, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausagemaker

Have years of experience. Capable of making high grade products, loaves and specialties of all kinds. Employed at present but anxious to make a change. W-426, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Foreman

For hog killing or cutting foreman or beef boner, address: John J. Bon, Box 127, Neffs, Ohio.

Lard & By-Product Foreman

Experienced in lard, cottonseed oil, shortening, wet and dry rendering, hides, bones, fertilizer, hog hair, tank water and stick, meat scrap and digester tankage. Packinghouse or rendering plant. Go anywhere. W-412, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Plant Supervisor

Practical operating superintendent, all departments—beef, calf and sheep dressing, hog killing, cutting, cellars, smoked meats, etc. Can handle and instruct men. Minimum operating costs. Experienced both large and small plants. Energetic, economical, responsible. Single man; will go West or South. Suggest interview. W-423, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Packinghouse Man

A-1 packinghouse man, 20 years experience, 42 years old, married, reliable, desires new connection. Can qualify as manager, sales manager or buyer of small plant. Can figure costs. Will consider cooler manager or salesman if advancement assured. Good record, reliable references. W-433, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Working Sausage Foreman

Am a thoroughly experienced sausage maker capable of taking complete charge of your sausage kitchen. Have a complete knowledge of the manufacture of fresh and summer sausage, loaves and specialties and in the curing and handling of sausage meat, etc. Can organize your department, figure costs and secure absolute cooperation from the help. My experience comprises both old world training and modern sausage methods in up-to-date packinghouses throughout the United States. W-428, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Packinghouse Manager

A party with 20 years experience in operating a packinghouse doing a business of large volume desires to make a connection with a going concern. Past experience in development of sales as well as operating and management, both hog and beef. W-427, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

A-1 sausagemaker with many years experience as foreman. Can handle all kinds of plain and fancy sausage and loaves, figure costs. Can go anywhere. W-432, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Working Supt. & General Foreman

desires position with reliable packers. Capable of supervising work in all departments; thorough knowledge of beef and pork operations, also refrigeration engineer. Good references, business and personal. Box W-419, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Men Wanted

Skinner and Cut Up Man

Wanted: a good steady dead animal skinner and cut up man. Must be steady and a willing worker. W-429, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausagemaker

Iowa-Minnesota packer has an opening for a thoroughly experienced sausagemaker. Must be able to handle men and operate sausage department. Good opportunity and permanent position for right man. Give full details in first letter. W-432, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Business Opportunities

Will Invest

Christian, 40 years old, high quality references and good connections desires to invest small capital in small packing plant, which has exceptionally fine quality products and reputation, wishing to enlarge business by introducing and pushing sales in New York Metropolitan area with quality stores. Prefer plant located country or small town Eastern Central States. Would like selling and introducing products when not occupied at plant. Additional investment in near future if required. Will contact parties who answer this announcement within three weeks. Will also consider exclusive sales arrangement for high class product. W-430, THE NATIONAL PROVISIONER, 300 Madison Ave., New York, N. Y.

Equipment for Sale

Press and Pump

For sale, one Thomas-Albright 350-ton hydraulic press, 14" ram, 24" curb, 4 posts. Cost \$1,500 new F.O.B. Goshen, Ind. In good working order. Will sacrifice. Also one practically new 6" horizontal right hand, non-clogging belt driven pump with 9 x 12 pulley. FS-431, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Cooker

For sale, 5 ft. x 9 ft. cooker with 20 H.P., 60 cycle, 3 phase, 220 volt, AC motor. Silent chain drive. A-1 operative condition. FS-400, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Beef Hoist

For sale—1 double friction type beef hoist with 5 H.P. motor, silent chain drive. Good condition. FS-422, THE NATIONAL PROVISIONER, 300 Madison Ave., New York, N. Y.

Ice Machine

For sale—1 10-ton York ammonia compressor with receiver, coils and motor. Excellent condition. FS-424, THE NATIONAL PROVISIONER, 300 Madison Ave., New York, N. Y.

Packinghouse Equipment

For sale, the following equipment, used but in good condition:

1 2-ton Studebaker Refrigerator Truck. Two Unit. Body Dimensions inside, 144" long, 58" wide, 35" high. Fully insulated and has ice bunker for refrigeration. Is a good buy and has not had hard use. Price reasonable.

1 24-ton capacity Frick Ice Machine. Complete with vertical crank steam engine, ammonia receiver, double pipe condenser, complete freezing unit, seventy-two 200-lb. freezing cans, overhead traveling crane and American Marsh brine pump.

Also Boilers, Pumps, Water Softener, Feed Water Heater, track, stock and portable scales, Lard Rendering Equipment, Tallow Cooking Tanks, Meat Chopper and other items.

For full particulars, descriptions and prices write

GEO. H. ALTEN
P. O. Box 426 Lancaster, Ohio.

Used Equipment for Sale

3-4' x 9' Lard Rolls, made by Allbright-Nell and Mechanical Mfg. Co.; 2 No. 1 Anderson Oil Expellers; 3 Bartlett & Snow 10' x 3' Tankage Dryers, jacketed; 1 Hottmann twin-screw Cutter and Mixer; 1 36" 4-cage Disintegrator; 2 Ball & Jewell Rotary Cutters, No. 1 and No. 2 size; 3 Mechanical Mfg. Co., double-arm Mixers. Miscellaneous: Cooking Kettles, Rendering Tanks, Digesters, Hammer Mills, Grinders, Dryers, Ice Machines, Hydraulic Presses, Filter Presses, Pumps, Boilers, etc. Have you any equipment for sale? Send us a list.

CONSOLIDATED PRODUCTS CO., INC.

14-16 Park Row, New York, N. Y.

Telephone: Barclay 7-0600.

Shops and Warehouse: 331 Doremus Ave. Newark, N. J.

BEFORE YOU BUY

Investigate What These Packers Offer

The COLUMBUS PACKING COMPANY

COLUMBUS, OHIO

Shippers of Straight and Mixed Cars

HAMS AND BACON

**PORK, BEEF AND
PROVISIONS**

New York Office: 410 West 14th Street

Hunter Packing Company

East St. Louis, Illinois

*Straight and Mixed Cars
of Beef and Provisions*



NEW YORK OFFICE
410 W. 14th Street

REPRESENTATIVES:
Wm. G. Joyce, Boston
F. C. Rogers, Philadelphia

HORMEL
GOOD FOOD

Main Office and Packing Plant
Austin, Minnesota

C. A. BURNETTE CO.

CHICAGO, ILL.

—Commission Slaughterers—

Hogs—Cattle—Calves

[[We Specialize in Straight
Carloads of Dressed Hogs]]

U. S. GOVT. INSPECTION

Krey's

St. Louis

Shippers of Straight and Mixed Cars

**Pork — Beef — Sausage — Provisions
HAMS and BACON**

"Deliciously Mild"

New York Office — 259 W. 14th St.

REPRESENTATIVES

Murphy & Decker, Boston, Mass. H. D. Amis (Washington, D.C.)
M. Weinstein Co., Philadelphia, Pa. (Baltimore, Md.)

THE E. KAHN'S SONS CO.

CINCINNATI, O.

"AMERICAN BEAUTY"

HAMS and BACON

**Straight and Mixed Cars of Beef,
Veal, Lamb and Provisions**

Represented by

NEW YORK PHILADELPHIA WASHINGTON BOSTON
H. L. Woodruff W. C. Ford B. L. Wright P. G. Gray Co.
259 W. 14th St. 38 N. Delaware Av. 631 Penn. Av., N.W. 148 State St.

PROFIT

by Purchasing

Straight and Mixed Cars of Fresh and Cured PORK PRODUCTS

from

UNION STOCK YARDS

THE P. BRENNAN COMPANY

CHICAGO, ILLINOIS

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A carpenter couldn't build a house without tools, a mechanic couldn't repair your car without other tools; you can't operate at maximum efficiency without some of the equipment, supplies and services of the companies included in this list. For these organizations are the suppliers of your working tools; concerns which have spent years in developing the best kinds available. Study their advertisements when they appear to see if new tools wouldn't help you.

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